

# THE NATIONAL PROVISIONER

NEW YORK AND CHICAGO

PUBLISHED EVERY SATURDAY

JULY 20, 1918

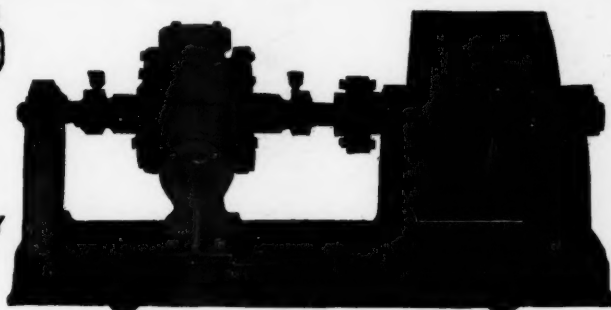
Subscription Price: United States, \$3.00; Canada, \$4.00; All Foreign Countries in Postal Union, \$5.00.  
Entered as second-class matter at the postoffice at New York, N. Y., under the act of March 3, 1879.

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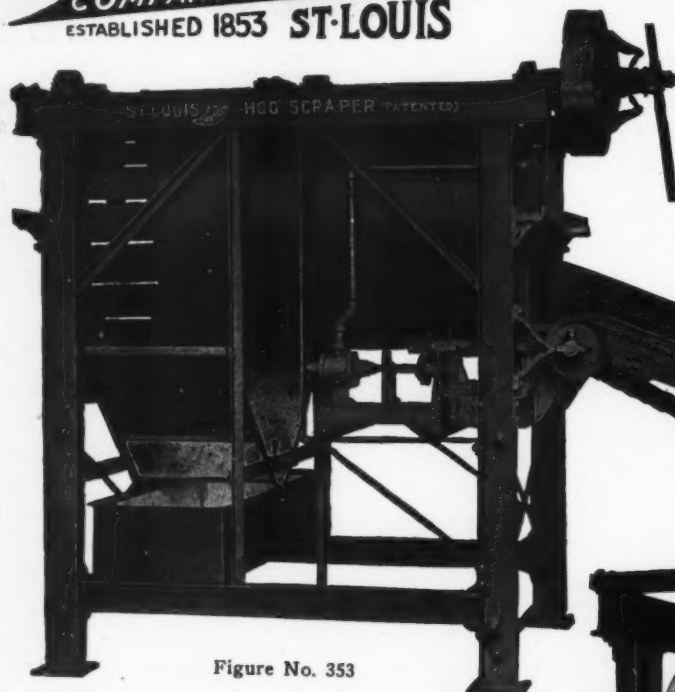


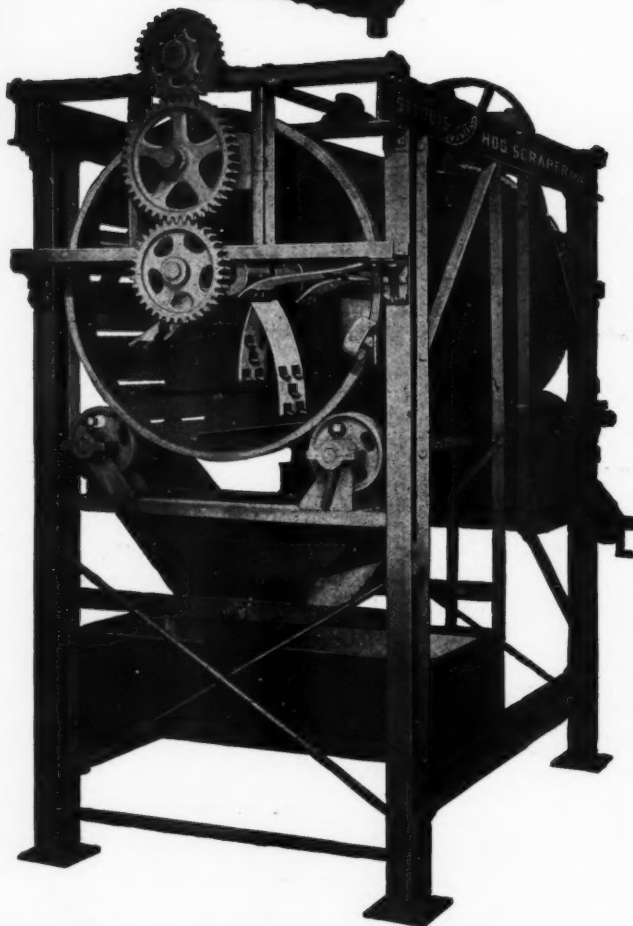
Figure No. 353

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# THE NATIONAL PROVISIONER

OFFICIAL ORGAN OF THE AMERICAN MEAT PACKERS' ASSOCIATION

PUBLISHED EVERY SATURDAY

Entered as second-class matter at the postoffice at New York, N. Y., under the act of March, 1879.

Vol. 59

New York and Chicago, July 20, 1918

No. 3

## BEEFLESS ORDER IS MODIFIED.

Protest of livestock interests against the recent order of the Federal food authorities limiting beef consumption in hotels and restaurants to one meal three days a week has resulted in a radical modification of the order. Beginning last Monday hotels and restaurants were permitted to serve beef every day in the week for one meal, service to be limited to four consecutive hours. The Federal Food Board in New York issued this notice:

"Hereafter, and until further notice, all hotels, restaurants and other public eating places, may serve beef during one meal of not more than four consecutive hours, on each day of the week, and these hours will be at the option of the management of each such hotel, restaurant or other public eating place, shall be explicitly and prominently stated on each copy of each day's current bill of fare, and if, instead of a bill of fare changed each day, there be used a set bill of fare, this shall contain a statement of the hours for each day of the period for which this set bill is to be used.

"All beef served, to be eaten on the premises of bakeries and delicatessen stores, comes within the provision of this regulation.

"This regulation does not, however, apply to beef by-products such as livers, hearts, kidneys, tongues, tripe, tails, etc., nor to barreled beef, trimmings taken from beef as unsuitable to the main use of the cut from which it is trimmed, or canned product beef, all of which may be used at any meal on any day."

Commenting on the original order in the Breeders' Gazette last week, James E. Poole said:

"Demoralization of dressed beef trade in consequence of the recently promulgated temporary rules of the Food Administration, which restrict its consumption to one meal on three days of the week in public eating houses, has brought such earnest protest that early modification is expected. The regulation was made to enable packers to secure army contract carcasses which have been scarce despite liberal receipts of cattle at western markets, but its immediate effect was to prompt hotel and restaurant keepers to discontinue serving beef. For two weeks the eastern dressed beef market has been demoralized; heavy cattle with quality superior to army needs and light stuff has been penalized, as there has always been an outlet for 950 to 1,200-pound steers adapted to military purposes. A few hotels use heavy beef, but the majority of restaurants handle yearling product and their refusal to take it caused a break of about \$1 per cwt. on such cattle.

"Current beef scarcity is found in the grade of bullocks needed to fill Government contracts. Considering dressing percentages and quality, these have been costing more than prime bullocks, as army contractors are able to use neither top cattle nor light

yearlings. Those who went to Washington recently to put the case of the cattle feeder before the authorities expect that a modification order will be issued whenever the movement of grass cattle from the West attains sufficient volume to relieve present stringency."

## CENTRALIZING LABOR SUPPLY.

By proclamation of the President all war labor must be recruited and supplied through the United States Employment Service. After August 1 no employer with war business who has a force of more than 100 workers will be permitted to recruit common labor and all such employers will be required to use the facilities of the Federal Employment Service.

While the restriction against private recruiting for the present applies only to unskilled labor, as soon as possible it will be extended to include skilled labor, and eventually no employer may be permitted to employ men unless the latter have United States Employment Service cards. In the meantime, however, private recruiting of skilled workers will be subject to regulations prescribed by the service, which will prevent the wholesale labor "stealing" and "poaching" which, it is claimed, has been largely responsible for the disorganization of the labor supply.

## FRANCE STOPS MEATLESS DAYS.

The abolition of meatless days in France after July 20 is ordered in a decree issued this week. The restrictions on the consumption in restaurants of milk and cheese are consequently to be abandoned. Economies effected by three meatless days per week during two months have amounted to over 31,000 tons, an average saving, compared with 1915, when there were no restrictions, of 25 per cent.

Shortage of meat in France caused the Food Ministry on April 26 last to order three meatless days a week. On May 14 a meat card system went into effect, but it is probable the present decree does not affect this system.

## TO REDUCE GERMAN MEAT RATION.

According to a Berlin despatch printed in the Frankfurter Zeitung, the present meat ration of 250 grammes will be distributed only until the middle of August, when it will be reduced to 200 grammes for all German towns having a population of more than 100,000. Smaller towns, which are assumed to receive plenty of supplies of vegetables from surrounding districts, will be allowed even a smaller meat ration.

## ENORMOUS MEAT EXPORTS FOR WAR.

In a letter to the President made public this week, Food Administrator Hoover tells of the enormous amount of meat and other food supplies sent abroad for our army and allied use during the last fiscal year. It totalled over 3 billion pounds in meats and fats, an increase of nearly a billion pounds over the previous year. The letter says:

It is now possible to summarize the shipments of foodstuffs from the United States to the Allied countries during the fiscal year just closed—practically the last harvest year. These amounts include all shipments to Allied countries for their and our armies, the civilian population, the Belgian Relief and Red Cross. The figures indicate the measure of effort of the American people in support of Allied food supplies.

The total value of these food shipments which were in the main purchased through, or with the collaboration of, the Food Administration, amount to roundly \$1,400,000,000 during the fiscal year.

The shipments of meats and fats (including meat products, dairy products, vegetable oils, etc.) to Allied destinations were as follows: Fiscal year 1916-17, 2,166,500,000 lbs. Fiscal year 1917-18, 3,011,100,000 lbs. Increase, 844,600,000 lbs.

Our slaughterable animals at the beginning of the last fiscal year were not appreciably larger than the year before, and particularly in hogs; they were probably less. The increase in shipments is due to conservation and the extra weight of animals added by our farmers. The full effect of these efforts began to bear their best results in the last half of the fiscal year, when the exports to the Allies were 2,133,100,000 pounds, as against 1,266,500,000 pounds in the same period of the year before. This compares with an average of 801,000,000 pounds of total exports for the same half years in the three-year pre-war period.

Figures of cereal exports are also given, showing that our shipments to Allied destinations have been for the fiscal year 1916-17, 259,900,000 bushels; for the fiscal year 1917-18, 340,800,000 bushels; an increase of 80,000,000 bushels.

## BEEF RATIONING IN ENGLAND.

There has been much complaint over the British system of beef rationing since it went into effect. Many customers are not using their ration coupons at present owing to the inferior quality of the beef offered them, said the London Meat Trades Journal in June. Some retailers seem to get better supplies than others, and people who have found only low-grade meat of bad color and appearance at their own butcher's see with some astonishment that another shop has not only good beef, but mutton in addition. This discrimination will result in a good many attempts next month to obtain a transfer of registration before the new ration books come into operation.



## Proposed Regulations for Stockyards Control

A tentative draft of regulations for the control of stockyards and regulation of the livestock commission trade has been issued by the Bureau of Markets of the U. S. Department of Agriculture. Under the terms of the President's proclamation taking control of the stockyards, a federal license is required after July 25 for handling of livestock and operating stockyards.

These regulations will serve as a basis for the control of this trade by the Government, and suggestions for amendment will be considered. The regulations are of a general character, with no radical features. They call for the keeping of records, both by yard companies and commission houses, which can be inspected by the Government at any time. They prohibit unreasonable fees and charges of all kinds, and require care in handling, feeding and disposing of livestock. Misrepresentation of quotations or sales is forbidden, and regulations concerning classification and dockage of livestock, hereafter to be promulgated, must be observed.

In sending out the tentative draft of regulations, Chief Charles J. Brand of the Bureau of Markets says:

"Under a proclamation issued by the President on June 18, 1918, a federal license will be required on and after July 25, 1918, of persons operating stockyards or handling or dealing in livestock in or in connection therewith. Forms of application for licenses will be distributed so far as practical to interested persons, or may be obtained upon request addressed to the Law Department, License Division, United States Food Administration, Washington, D. C., with which an arrangement has been made to handle applications and the issuance of licenses.

"A tentative preliminary draft of the regulations governing the conduct of the businesses of licensees has been prepared. A copy thereof is enclosed herewith in order to enable all interested individuals, partnerships, associations and corporations to communicate any suggestions they may have to the Department of Agriculture.

"Livestock producers, organizations of cattlemen, owners and operators of stockyards, exchanges, commission men, order buyers and traders of all kinds, including speculators and scalpers, are invited to present their suggestions. Communications should be as brief and definite as possible, should refer specifically to particular sections of the regulations, and should be sent to the Chief of the Bureau of Markets, Department of Agriculture, Washington, D. C., as soon as possible."

### TEXT OF THE REGULATIONS

The regulations, as given in the first draft, are as follows:

#### Regulation 1.—Definitions.

Section 1.—Words used in these regulations in the singular form shall be deemed to import the plural, and vice versa, as the case may demand.

Section 2.—For the purpose of these regulations, unless the context otherwise requires, the following terms shall be construed respectively to mean:

Paragraph 1.—The Act—The act of Congress approved August 10, 1917, entitled "An Act to provide further for the national security and defense by encouraging the production, conserving the supply and controlling the distribution of food products and fuel."

Paragraph 2.—Proclamation—The President's proclamation relating to stockyards, issued on June 18, 1918, under the act.

Paragraph 3.—Stockyards—Every place, establishment or facility commonly known as stockyards, conducted or operated for

compensation or profit, consisting of pens or other enclosures, and their appurtenances, in which live cattle, sheep, swine or goats are received, held or kept for sale, feeding, watering or shipment.

Paragraph 4.—Livestock—Live cattle, sheep, swine or goats.

Paragraph 5.—Person—Individual, partnership, association or corporation.

Paragraph 6.—Licensee—A person licensed under the proclamation.

Paragraph 7.—Stockyards Licensee—A person licensed under the proclamation to conduct or operate stockyards.

Paragraph 8.—Commission Man—A licensee engaged in the business of receiving on consignment, buying or selling livestock in or in connection with stockyards for a commission or fee.

Paragraph 9.—Order Buyer—A licensee engaged in the business of purchasing for another livestock in or in connection with stockyards.

Paragraph 10.—Trader—A licensee, other than a commission man or an order buyer, engaged in the business of handling or dealing in livestock in or in connection with stockyards, including any person commonly known as a speculator or a scalper.

Paragraph 11.—Secretary—Secretary of Agriculture of the United States.

Paragraph 12.—Bureau of Markets—Bureau of Markets of the United States Department of Agriculture.

Paragraph 13.—Regulations—Rules and regulations prescribed pursuant to the proclamation.

Section 3.—The chief of the Bureau of Markets shall perform for and under the supervision of the secretary such duties as may be required in enforcing these regulations.

#### Regulation 2.—General Requirements.

Section 1.—Licenses required pursuant to the proclamation shall be prepared by the Law Department, License Division, United States Food Administration, shall have the signature of the secretary affixed, and shall not be transferable.

Section 2.—Each licensee shall give to the chief of the Bureau of Markets or any other duly authorized agent of the secretary at such time, in writing or otherwise, and with or without oath or affirmation, as such agent may require, any information concerning the business of the licensee. Each licensee shall from time to time make general or special written reports concerning his business when requested by the chief of the Bureau of Markets, on blanks furnished by him for the purpose.

Section 3.—Each licensee shall during ordinary business hours permit any representative of the Secretary of Agriculture designated by him for the purpose to enter the place of business of such licensee and inspect any and all property stored or held in possession or under the control of the licensee, and all records pertaining to the business of such licensee. All necessary facilities for such inspection shall be extended to such representative by the licensee, his agents and servants. Such representative shall be the President's duly authorized agent for the purpose of this regulation.

Section 4.—Each licensee shall keep such records as will readily disclose his transactions as a licensee and as will make practicable the verification of all information given by him under these regulations. Each licensee shall adopt and use such forms of records as may be prescribed for his business from time to time by the secretary.

Section 5.—Licensees shall report in writing to the chief of the Bureau of Markets, within ten days thereafter, any change of address or in the management, control, ownership or character of the business of such licensee.

Section 6.—No agent or employee of the United States shall without the consent of the licensee concerned, divulge or make known in any manner while he is such agent

or employee or thereafter, except to such other agents or employees of the United States as may be required to have such knowledge in the regular course of their official duties or except in so far as he may be directed by the secretary or by a court of competent jurisdiction, any facts or information regarding the business of any licensee which may come to the knowledge of such agent or employee through any examination or inspection of the business or accounts of the licensee or through any information given by the licensee pursuant to these regulations.

Section 7.—A licensee shall not make or exact any unjust, exorbitant, unreasonable or discriminatory and unfair commission, profit or charge for buying, selling, receiving, holding, feeding, watering, shipping or otherwise handling or dealing in livestock in or in connection with stockyards.

Section 8.—A licensee shall not buy, contract for, hold, sell or otherwise handle or deal in any livestock in or in connection with stockyards for the purpose of unreasonably enhancing the price of, or restricting the supply of, or monopolizing or attempting to monopolize, either locally or generally, any such livestock.

Section 9.—Each licensee shall exercise special care in yarding, feeding, weighing or otherwise handling livestock in or in connection with stockyards to prevent avoidable shrinkage, injury or death of livestock or waste of feed.

Section 10.—A licensee shall not engage in any unfair, discriminatory or deceptive practice or device in handling or dealing in livestock in or in connection with stockyards.

Section 11.—A licensee shall not make any misleading representation which tends to enhance or depress the price of any livestock. The issuing or making public of market quotations, or any statements to any person regarding the price at which any livestock is being sold, which quotations or statements cannot be verified from the records of such licensee or of other licensees or from governmental authority or a reliable publication, shall be construed as making such a misleading representation.

Section 12.—A licensee shall not knowingly transact any business involving livestock in or in connection with stockyards with any person whose license for the transaction of such business is suspended or has been revoked under the act.

Section 13.—Each licensee shall observe such requirements governing the classification and dockage of livestock as may be prescribed from time to time by the secretary.

#### Regulation 3.—Stockyards.

Section 1.—In addition to other necessary records, complete and accurate records of daily receipts, shipments and local disposition of livestock shall be kept by all stockyards licensees.

Section 2.—Each stockyards licensee shall provide and maintain adequate facilities for handling promptly and efficiently the number and kind of livestock customarily offered to him, including the greatest number customarily offered during the season of largest movement to his stockyards.

Section 3.—All feed supplied by a licensee to livestock in stockyards shall be wholesome and fit for feed, and shall be sold and accounted for by actual weight, at a reasonable price and if possible by grade. Such grade shall be according to legal standards, if any, otherwise by the recognized commercial standards for such feed.

Section 4.—Sufficient weighing facilities must be provided in all stockyards to prevent unreasonable delays in weighing livestock when sold, and all scales so used must be maintained in such condition as to insure accurate weights.

Section 5.—Each stockyards licensee shall submit to the chief of the Bureau of Markets as soon as practicable true copies of all existing and proposed contracts and changes therein between such licensee and packing, rendering, serum, fertilizer and other establishments relating to the handling of live-

(Continued on page 43.)



## SALES PROMOTION IN PACKINGHOUSE FIELD

### Business Points for Every Meat Packer to Think About

Written for The National Provisioner by A. C. Schueren.

(Concluded from last issue.)

#### The Importance of the Salesman.

Next to the sales manager, the next important subject for the promotion of sales is the salesman. He is a person much sought after. A salesman today belongs to a profession where the demand always exceeds the supply. Good salesmen are hard to get; it is a statement one hears constantly. Therefore we will not deal with the "star" salesman, but with the one who keeps on plodding, who is sincere and is trying his best to get the business.

He is the one who can increase the business; who is out in the field and who can actually promote the sales. The sales manager is the one who has the brains to plan, to direct, and the salesman is the one who is to execute the plan.

If business is not increasing steadily as it should, all the blame should not be placed on the salesman's shoulder. Let the packer ask himself what encouragement, what incentive, he is holding out to the salesman in order to do more business. He usually gets his price list, is told to push shoulders, bacon, etc., or whatever it may be, and to go and get the business.

Let us assume a packinghouse having three salesmen, Jones, Smith and Miller. Each one has a given a territory selling to the retail trade. The amount of their sales vary. Could not Jones get more business out of this territory?

This again leads to the analysis of his field of selling activity. But, furthermore, if Jones' sales should be perhaps a thousand dollars higher than Smith's, is this an indication that he should get more money? Would it be fair to Smith and Miller?

In order to judge this and to be fair to all salesmen, each district covered by each man should be very carefully gone over as to the population. If, for instance, Jones covers a given region which has a total of 200,000 inhabitants, and Smith should do more business in a district having a population of only 100,000, then it can be readily seen that either another salesman is needed in Jones, territory, or that Jones should do more business.

In other words, by thoroughly analyzing each territory and comparing them with sales one can only judge a salesman fairly. Besides the amount of competition and class of trade, number of sales should also be taken into consideration.

The above briefly describes the principles needed to get the maximum out of the territory. This best can be accomplished to get the maximum out of the salesman. This is not a very slight task, but it has been solved with very gratifying success in many business houses.

#### Points in the Stimulation of Sales.

We very often hear the expression that selling is a game, and, truly speaking, it is. And the man who looks at it from the standpoint that it is a game and not a matter of duty will love his work and he cannot be held down from climbing the ladder to success.

C. W. Hoyt, in his book on "Scientific Sales Management," illustrates this very plainly. He cites the case of a sales manager who invited his sales staff to his Connecticut estate. He took them out in the field and pointed out a number of stones lying on the ground. If he asked his salesmen to take each one of the stones and bring them to the other side of a nearby fence, there would be very little enthusiasm.

But supposing he asked his men each to pick up one of the stones, and everybody try and see who could throw it farthest over the fence, then there would be immediately a hearty response, because it takes on the form of a game. And this principle is one of the great business stimulators for a company.

The late Elbert Hubbard defined the word "duty" as something you don't like to do, but it certainly does not apply to the salesman. He usually loves his work, and more so whenever there is a contest or an incentive in the form of a bonus.

Apply this principle to your salesmen. Why should Jones, for instance, work harder than Miller or Smith? Will he get any reward? Is there any reason that he should outsell the other men? Of course, the packer will probably raise his salary next year, but this will not have the same effect as a special reward every few weeks or for a given short period.

Most large firms today set a certain quota of sales for which each salesman strives. This quota is usually arranged so that it takes into consideration all advantages and disadvantages of each man's territory. If the salesman exceeds his quota the weekly sales list will show it.

Another great stimulant to increase sales is the offering either of a bonus on sales in excess of a given amount, or a contest which would give the winner a gold piece, a watch, or some other token.

Mr. Hoyt in his book tells of a contest on sales conducted by one of our big packers. The winner was to receive an automobile. Now, everyone of the salesmen knew that his sales were not such as to justify the giving away of an expensive car. But nevertheless this contest proved to be wonderful in results. When the prize was delivered to the winner at a salesmen's convention a little tin toy automobile was given to him, but the winner was as proud of it as if it really had been a six-cylinder touring car.

#### Methods of Going After New Business.

Packers should always encourage salesmen to increase sales. We have seen in this article that the profits on the average sale will justify a considerable amount of money to be spent in order to get a new customer. Let every small packer ask himself what he is doing to encourage his salesmen to get new trade.

Let us assume that he has analyzed the territory on the lines as stated in this article, what will be the best way to get the salesman in line and go after new accounts?

A certain packer uses this very successful method. After having filed the names of present accounts, their average sales, etc., in a given territory, the salesman is informed that he will receive \$5 bonus every new account.

This applies, of course, only to new trade. If, for instance, a market would be sold and a new owner take it over, he would not be considered a new account. But it will make the salesman look for new business, and the results this system has produced surprised the packer who installed it. The bonus is paid in the form of a note on the cashier of the company, payable six months after the first sale.

It is further agreed between the house and the salesman that his sales, in addition to securing new trade, must be normal. Some salesmen would no doubt make a rush on new trade and forget about their old trade. The amount of money which should be given for a new account can conveniently be determined by averaging up the sales in the salesman's district and figuring out the profit of each average account. If the profit for each customer should amount to \$65 per year, one can easily afford to give the salesman \$10 for each new steady account. The packer will get the maximum out of the territory and out of the salesman without any additional expenditure.

The writer believes that the foregoing illustrates fairly the importance of the sales department, and how a wideawake sales manager can increase the business. The illustrations quoted may not be adaptable to every small packinghouse, but the principles should be there. A firm selling its products in large quantities through brokers and for export and not catering to the retail trade, will find very little use for salesmen of course.

There are many packers who have business coming to them because of lack of competition. Others not progressive concerns, are satisfied with the amount of business they are now doing. But there are many who are progressive, who want a steady healthy increase, and to them the installation of a sales department, if they do not have one already, will prove to be a great help to further increase their sales, reduce the selling expense and give better service.

#### Advertising Is Very Necessary to Selling.

In this connection it is well to mention that advertising is the handmaiden of selling. It is today one of the greatest factors for economical distribution, and especially for reducing the selling expenses. How to advertise can only be determined after the products to be sold are investigated, local market conditions are studied; in fact, so many factors enter into this discussion of advertising that it merits special discussion.

Recently, while conversing with a packer on selling problems, he was called on the telephone, and during the telephone conversation the writer could not help hearing that one of the local competitors was selling lard one cent below this packer's price.

He asked me what good sales management would do if the other packer was underselling him one cent a pound. When asked if his lard was worth more than that of the other fellow, he claimed that it was. When asked

(Concluded on page 43.)

# PRACTICAL POINTS FOR THE TRADE

## ACTUAL PACKINGHOUSE TESTS.

**EDITOR'S NOTE.**—Every packinghouse superintendent keeps a record of tests, which is his most precious possession, and which serves him as a guide and reference in succeeding operations. It is only actual tests that tell the story in packinghouse practice; theory is all right, but practical results are a necessary guide always. The National Provisioner has printed on this page of "Practical Points for the Trade" many tests of this sort, in answering inquiries from subscribers. It has many more of these test results at its command, and will publish them from time to time for the general information of readers, instead of withholding them until some specific inquiry is made.]

## KEEPING SMOKED SAUSAGES.

A reader in the Middle West writes:

Editor, The National Provisioner:

What is the best temperature for keeping smoked sausage in storage? How can we prevent sweating after taking the product out of storage for shipment?

Smoked sausage should not be kept in too cold storage, but in a cool, well-ventilated room, with a quiet and not violent circulation of air, and preferably with the room darkened. Temperature should be anywhere from 50 degs. to 55 degs. Fahr., not to exceed 60 degs. Any room may be used which is away from hot rooms, of course. Any means may be applied to secure the desired temperature, the fan system preferably, drawing cool air from other rooms, for instance.

"Dry" sausage, of course, must be handled in storage in an absolutely correct manner, taking into consideration weather changes, etc.

Sausage should be packed from storage in warm weather, and then transferred as quickly as possible to a refrigerator car already cooled to the required temperature. In local deliveries the sausage should be thoroughly cooled before being delivered to the butcher, care being exercised to keep the sausage from exposure to higher temperature as much as possible.

There is much unnecessary exposure of sausage and fresh meats, and this can easily be avoided. The sooner fresh sausage is disposed of in hot weather the better.

In hot weather, also, where smoked sausage are to be shipped long distances, they should have a protective coating applied to the casing. This will prevent their becoming moldy, even when hung in a damp cooler, and will also prevent shrinkage, which not only means loss of weight but results in a shrunken appearance of the sausage which is extremely undesirable.

One expert says he has found a forced draft of cool air through a spray of cold brine to be an extremely satisfactory way of cooling sausage intended for shipments.

## POULTRY FOOD FROM CRACKLINGS.

An Eastern butcher sends in the following inquiry:

Editor The National Provisioner:

Can you give me a recipe for making poultry food from cracklings?

Cracklings are the residue from open-kettle lard or tallow rendering, and are composed of meat fibers containing considerable quantities of such fats. As these fats have a higher market value than the poultry food itself, it is the usual custom to tank these cracklings in separate pressure tanks when poultry food is to be manufactured from them.

After rendering under pressure there remain sufficiently large quantities of fat to make the cracklings of value as a poultry food, containing now approximately 10 to 15 per cent. of fat, and from 30 to 6 per cent. of proteid matter. It will be seen from these figures that this product constitutes a very rich food material; so much so, in fact, that the cracklings are usually mixed with other and less nourishing ingredients, especially with ground raw bone, for the supply of bone phosphate, which is always necessary for a complete poultry food.

The cracklings may be sold as such immediately after the pressure cooking, or they may be mixed with the bone as stated, and

then further reduced by some low-grade material, such as chaff, ground alfalfa and the like when a complete food is obtained.

The proportion of the various materials employed vary, of course, with the fancy of the manufacturer and with the price which may be obtained. A convenient formula is 20 per cent. of cracklings, 20 per cent. of ground raw bone, and 60 per cent. of the low-grade ingredient. It should be observed that all of the material must not be in a powdered condition, and that in order to obtain this condition, either the ingredients separately or the mixture should be screened through a mesh of about 20, whereas the largest particles must pass through an 8-mesh screen.

## MAY OLEOMARGARINE OUTPUT.

Official Government reports of the output of oleomargarine for the month of May, as shown by revenue stamp sales, indicate that the production for that month was 436,982 pounds colored and 25,238,464 pounds uncolored, or a total of 25,675,446 pounds. This was nearly five million pounds more than for the preceding month, and 2½ million pounds more than the same month last year. The past year and a half has seen the greatest production in the history of the industry. Official Government figures, based on stamp sales, showing oleomargarine production in the United States for the past year, are:

	Pounds.
May, 1917 .....	23,119,468
June .....	17,892,594
July .....	16,797,129
August .....	20,932,344
September .....	28,852,903
October .....	38,467,191
November .....	30,567,861
December .....	34,217,756
January, 1918 .....	31,370,525
February .....	39,394,468
March .....	32,737,427
April .....	20,745,393
May .....	25,675,446

## THE POTASH SITUATION

Before the War the United States was importing from the Stassfurt Mines of Germany about 250,000 tons of potash annually. At that time potash was retailing at approximately \$40 per ton. Our demand, however, as you know, soon exhausted all our surplus, and even that of South America, so that prices rose from \$40 per ton to \$400 and even \$500 per ton.

Naturally this interested American capital as well as the Federal Government, resulting in the development of a new American industry, and although still meager in comparison to our needs great strides have been made and are being made.

Our output jumped last year well over 100% and it is now claimed that there is reason to conclude that it is quite possible to increase our output to equal our importations before the War. But it is hardly probable that more than 50,000 tons will be produced in the United States during the present year, or approximately 20% of our normal consumption.

To produce this amount American ingenuity is now obtaining potash from the following sources: Western alkali lakes, cement and blast furnace dust, alunite deposits, kelp beds, Steffins waste, wool scourings, wood ashes, bittern Chilean nitrate, feldspar, glauconite, etc.

It is well agreed that it behooves America to do all that she can to supply her own needs for potash.

Swenson Evaporators are occupying the same relative importance in the new potash industry that they have maintained for many years in the packing industry. Virtually every packing house in America uses Swensons and practically all of the potash produced in America goes thru Swensons.

If you contemplate developing some source of potash perhaps we can help you with your process.

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**SWENSON EVAPORATOR CO.**

Block, Chicago

# THE NATIONAL PROVISIONER

New York and  
Chicago

Official Organ American Meat Packers'  
Association

Published Weekly by  
**The Food Trade Publishing Co.**

(Incorporated Under the Laws of the State of New  
York)

at No. 116 Nassau St., New York City.

HUBERT CILLIS, President.

OTTO V. SCHRENK, Vice-Pres. and Sec.

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## MEAT TRADE WAR SERVICE

A tremendous amount of refrigeration is required to preserve the beef and other meats ordered for our military forces, at home and abroad, and to make ice for army needs. This was one of the first things considered when the war programme was laid out, and the call went out to the packinghouse industry for help.

Packers and their employees responded patriotically, as they have to every other call. Whole companies of refrigerating experts known as "ice companies" were recruited from the packinghouse ranks and sent to France months ago. They helped build and operate the plants already in use there, caring for meat for our troops now at the front, and they have helped to push along the campaign of preparedness to which the War Department refers in a statement just made public showing the extent of the refrigeration equipment now being provided.

The War Department does not mention these men and their services in its statement. It is a well-known fact that but for the

generous way in which they volunteered for this service the means of providing fresh meat for our boys "over there" would have been nothing like what it is today.

Political demagogues and sensational newspapers do their best to put the meat trade in a bad light with the public, on pretexts slight if not wholly groundless. But these never have anything to say about the vital war service which the packinghouse industry is rendering in this time of crisis. Perhaps they do not know of it.

## A BACKWARD MEASURE

The zone system of postal rates on second-class matter, affecting all newspapers, magazines and trade publications, has gone into effect in spite of protests and arguments. It is evident that the influence at Washington of those who were stubbornly determined to take their toll of the great educational agency of the public press outweighed that of enlightened public opinion, at least for the time being. The demand for the repeal of this zone postal law, a relic of a by-gone day, continues insistent.

Why the country's publications should pay increases running from 50 to 900 per cent. over previous postal rates is hard for any intelligent person to understand. The latest opinion on the subject is that of Charles Evan Hughes, late Justice of the United States Supreme Court and candidate for president, and universally acknowledged to be as fair and judicious a mind as there is in the country.

Mr. Hughes writes to say that in his judgment the zone system for second-class matter is unjust both to publisher and public, and ill-advised. It not only imposes upon the publisher the additional rates upon a sectional basis, but it makes necessary the added expense for the necessary zone classifications at a time when every economy in production and distribution is most important. It introduces a complicated postal system to the inconvenience of the publisher and public when there should be a constant effort toward greater simplicity. There is no more reason for a zone system of rates for newspapers and magazines than for letters, he says.

This is a time for united purpose and effort, says Mr. Hughes, and if we are to achieve that result we must foster those influences which make for unity. The greatest of these is the spread of intelligence by newspapers and periodicals. Abuses in the postal system will not be cured by a zone system on second-class matter. The widest and freest exchange is the soundest public policy. Mr. Hughes hopes Congress will repeal this zone law, which he succinctly terms a looking-backward and walking-backward measure.

## AN EXAMPLE IN SAVING

With the view of reducing to a minimum all of the waste in the army the Quartermaster General has established a new Division of Conservation and Reclamation. The aim of this division will be to prevent all food waste in the army and to reclaim and salvage all worn-out and cast-off material.

No restrictions will be placed upon the amount that our soldiers may eat; but much of the food will be saved that was formerly lost through carelessness. Each organization of the army which conducts a "mess" will be required to separate and classify kitchen waste produced in the preparation and serving of each meal, so that it can be disposed of most advantageously.

The Division of Conservation and Reclamation, co-operating with the Food Division of the Medical Department, will interest itself especially in the storage of food and in the reduction of wastes. Further, it will have active charge of farming and garden operations for each camp and cantonment. The produce raised will be used in rationing troops and providing the army animals with forage.

Men fit for active duty will not be required to assist in this agricultural service. The Quartermaster General of the Army has a much more efficient plan, inasmuch as this work will be done chiefly by interned aliens, enemy prisoners, conscientious objectors, and military prisoners.

Best of all, enlisted men physically unsuited for service overseas or partially disabled will likely be assigned to this agricultural work. The Quartermaster General believes that after a few months of outdoor work many of these men will so improve physically that they will become fit for transfer to fighting units. Thus, the army will reclaim men as well as materials and supplies.

In addition, the conservation and reclamation division of the Quartermaster Corps will have authority to operate laundries and provide a uniform method of turning over clothing, shoes, and articles of equipment by unit supply officers for repair, dry cleaning, or disinfection.

The boys at the front and at camps and cantonments in this country are setting a pace in conservation which those at home must strive mightily to equal. What will the home folks do? The men crippled in fighting our battles, the women widowed for our freedom, the children orphaned to make the world safe for future children, they are the ones who stretch their hands to us across the seas. Our boys are answering those appeals, not alone by fighting for them, but by saving for them. Is not this action of our soldiers an inspiration for redoubled efforts toward saving on the part of those who stay at home?



## TRADE GLEANINGS

Fire destroyed the old rendering plant of the Gross Packing Co., Milwaukee, Wis., last week.

The Dairy Farm Packing Co., Lexington, Ky., increased its capital stock from \$50,000 to \$125,000.

The Florida Manufacturing Co., Madison, Fla., will remodel plant for the manufacture of peanut oil.

The Sullivan Packing Co., Detroit, Mich., has let contracts for additions to its beef cooler building.

Fire gutted the upper floors of Swift & Company's branch plant at 10th and Noble streets, Philadelphia, Pa.

The Co-operative Rendering Co., Inc., Portland, Maine, has been incorporated with a capital stock of \$50,000.

The fertilizer plant of the American Agricultural Chemical Company, at Jacksonville, Fla., was destroyed by fire on Tuesday.

The Ogden Packing & Provision Co., Ogden, Utah, will increase its freezer space by the addition of a new freezer 100 by 50 feet.

A plant, two stories, and to cost \$10,000, will be built by the Albert Weber Packing Co., St. Louis, Mo., to replace the one destroyed by fire.

O. C. Bellows, F. J. Meehan and D. E. Mydick, have incorporated the Texas Rendering Grease-Soap Factory, North Fort Worth, Texas, with a capital stock of \$20,000.

The William Davies Co., Ltd., has bought a tract of land near the plant of the John Agar Company in the Chicago stockyards

district and will erect an \$800,000 cold storage warehouse.

A two-story addition is planned by the Chipley Packing Co., Chipley, Fla., increasing the slaughtering capacity from 25,000 to 30,000 hogs during the season. It is estimated this addition will cost \$15,000.

A. Smith and Frank Henderson, both of Mobile, Ala., have organized the Gulf Coast Fishing & Products Corporation, Alabama Port, Ala., and will build a \$50,000 oyster and shrimp cannery, ice factory and fish depot.

B. Levy Provision Co., Inc., New York, N. Y., to manufacture provisions, bolognas, sausages, etc., has been incorporated with a capital stock of \$150,000 by H. White, 172 Fordham street, City Island; M. Klein, 817 West End avenue and A. Werner, 52 West 119th Street, New York, N. Y.

### THE OFFICIAL U. S. BULLETIN.

Owing to the enormous increase of Government war work, the governmental departments at Washington are being flooded with letters of inquiry on every conceivable subject concerning the war. It has been found a physical impossibility for the clerks, though they number an army in themselves now, to give many of these letters proper attention and reply.

There is published daily at Washington, under authority of and by direction of the President, a Government newspaper, the official U. S. Bulletin. This newspaper prints every day all the more important rulings, decisions, regulations, proclamations, orders, etc., as they are promulgated by the several departments and the many special commit-

tees and agencies now in operation at the National Capital. This official journal is posted daily in every postoffice in the United States, more than 56,000 in number, and may be also found on file at all libraries, boards of trade and chambers of commerce, the offices of mayors, governors, and other federal officials.

By consulting these files most questions will be found readily answered; there will be little necessity for letter writing; the unnecessary congestion of the mails will be appreciably relieved; the railroads will be called upon to move fewer correspondence sacks, and the mass of business that is piling up in the Government departments will be eased considerably. Hundreds of clerks, now answering correspondence, will be enabled to give their time to essentially important work, and a fundamentally patriotic service will have been performed by the public.

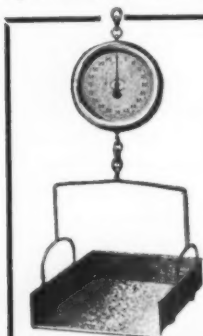
### EXPORTS OF DAIRY PRODUCTS.

Exports of dairy products from the port of New York during the month of May, 1918, are given as follows:

**BUTTER.**—Barbados, 20,700 lbs.; Bermuda, 49,375 lbs.; British Guiana, 39,206 lbs.; British West Africa, 26,368 lbs.; British West Indies, 9,045 lbs.; Chile, 198 lbs.; Colombia, 600 lbs.; Cuba, 8,789 lbs.; Danish West Indies, 5,447 lbs.; Dutch Guiana, 450 lbs.; British West Indies, 7,277 lbs.; Ecuador, 150 lbs.; England, 914,590 lbs.; French Africa, 1,296 lbs.; French Guiana, 8,200 lbs.; French West Indies, 2,000 lbs.; Haiti, 30,958 lbs.; Honduras, 2,000 lbs.; Jamaica, 9,597 lbs.; Mexico, 3,195 lbs.; Newfoundland, 636 lbs.; Norway, 192 lbs.; Panama, 43,076 lbs.; San Domingo, 7,918 lbs.; Spanish Africa, 600 lbs.; Sweden, 100 lbs.; Trinidad, Island of, 2,930 lbs.; Venezuela, 330 lbs. Total, 1,195,223 lbs.

**EGGS.**—Bermuda, 4,506 dz.; Panama, 300 dz. Total, 4,806 dz.

**CHEESE.**—Barbados, 5,690 lbs.; British Guiana, 5,052 lbs.; British India, 6,960 lbs.; British West Africa, 18,001 lbs.; British West Indies, 5,414 lbs.; Chile, 169 lbs.; Colombia, 1,044 lbs.; Costa Rica, 75 lbs.; Cuba, 71,325 lbs.; Danish West Indies, 3,998 lbs.; Dutch Guiana, 5,385 lbs.; Dutch West Indies, 5,644 lbs.; England, 6,918,338 lbs.; French Africa, 2,917 lbs.; French Guiana, 5,301 lbs.; French West Indies, 1,958 lbs.; Guatemala, 1,640 lbs.; Haiti, 11,898 lbs.; Jamaica, 9,731 lbs.; Mexico, 8,822 lbs.; Miquelon Island, 315 lbs.; Newfoundland, 40 lbs.; Panama, 17,769 lbs.; Peru, 3,696 lbs.; San Domingo, 18,217 lbs.; Scotland, 461,013 lbs.; Trinidad, Island of, 5,669 lbs.; Venezuela, 2,878 lbs. Total, 7,598,951 lbs.



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PASSAIC, NEW JERSEY

# PROVISIONS AND LARD

## WEEKLY REVIEW

All articles under this head are quoted by the barrel, except lard, which is quoted by the hundredthweight in tierces, pork and beef by the barrel or tierce and hogs by the hundredweight.

### Further Government Demand—Hog Movement Liberal—Prices Steady—Distribution Good—Stocks Liberal—Shipments Heavy.

The market for hog products has shown unimportant change during the last week. Reports of Government demand have again been heard. Prices have moved narrowly, with only a moderate volume of trading from day to day, and there has been an absence of any distinct interest in the market which would create a radical change in values.

The semi-monthly report of stocks at Chicago, as issued during the week-end, showed a total very slightly changed in new lard from the beginning of the month, and also in old lard, but in miscellaneous lard there was a decrease of over 2½ million pounds. In short rib sides there was an increase of 3½ million pounds, and an increase of about 1,200,000 lbs. in extra short clear sides. The stocks compared with last year show a total of about 13,000,000 lbs. less on lard, while the stocks of meats show an excess in short rib sides and extra short clear sides of about eight million pounds. The statement follows:

	July 15, 1918.	July 1, 1918.	July 13, 1917.
Mess pork, reg. bbls.,	8,855	7,275	11,558
Mess pork, old bbls.,	.....	.....	17
Lard, new, lbs.,	17,357,449	17,343,853	39,132,736
Lard, old, lbs.,	4,027,004	4,027,004	.....
Other lard, lbs.,	16,483,154	19,033,966	12,334,037
Short rib sides, lbs.,	16,116,239	12,661,595	15,664,127
Extra S. C. sides, lbs.,	9,239,256	8,069,924	2,784,810

The movement of hogs has been of quite liberal volume; the receipts and the packing returns for the week of all live stock, and the season to date, shows as follows:

	This Week	Last Week	Last Year	Year to Date
Hogs .....	586,000	509,000	522,000	18,040,000
Cattle .....	240,000	194,000	172,000	5,594,000
Calves .....	54,000	51,000	43,000	1,360,000
Sheep .....	102,000	154,000	152,000	4,310,000

The report of the Food Survey of the Department of Agriculture, Bureau of Markets, issued under date of June 29th, was made public recently, and refers to the stocks of

meats and meat-products on hand as of January 1. The figures are so old, however, that they have little but academic interest in them, as showing that the supplies at that time were liberal.

The export movement of hog products continues on a very liberal scale. One of the most astonishing things in the whole meat situation has been the immense volume of exports which have been made from this country, through the economies practiced by the people, and the efforts of the Food Administration. These shipments, from supplies of livestock not greatly exceeding previous years, excepting on hogs, have been one of the great features of the effort by the people to win the war. The exports have been 604,000,000 lbs. of hams since Nov. 1st, and 4,000,000 lbs. of pork, a total increase of 36,000,000 lbs. over last year, while the exports of lard have amounted to 248,000,000 lbs. These reports are not complete, as they constitute the commercial reports, and there are some of the ports which do not report the product, and the total supply is only available in the report of the Department of Commerce.

**BEEF.**—The local market continues quiet but firm. Mess, \$35@35½; packet, \$35@36; family, \$38@39; East India, \$57@58.

**LARD.**—The market was stronger due to the firmness West and on expectations of a better export demand. Quoted: City, 24½@25½c.; Western, \$26.60@26.70; Middle West, \$26.20@26.30; refined Continental, \$27.50; South American, \$27.90; Brazilian kegs, \$28.90; compounds, 22½@23¼c., nom.

**PORK.**—Trade remains quiet but prices are strong with the firmness in the West. Quoted: Mess, \$47½@48; clear, \$48@51, and family, \$55.

SEE PAGE 31 FOR LATER MARKETS.

### HOG RECEIPTS AND HIGH MARKETS.

Liberal Supplies and the Highest Price of the Year.

(Special Letter to The National Provisioner from W. G. Press & Co.)

Chicago, July 17, 1918.—The receipts of hogs for the first three days of this week in eleven principal markets were 318,000, as

against 352,000 last week, and 308,000 for the same period last year. In the same markets for 1918 to date we have received over 2,000,000 hogs more than for the same period of 1917, and about 500,000 more than for a like period in 1916. The average weight of hogs in Chicago last week was 243 lbs., as against 238 lbs. the previous week, 232 lbs. the same week last year, 228 lbs. two years ago, 238 lbs. three years ago, 240 lbs. four years ago, and 243 lbs. five years ago. The Drovers' Journal gives the slaughtering of hogs in the West last week as 587,000, or 77,000 more than the previous week, and 64,000 more than the corresponding week last year.

Active buying of hogs last week by a leading Chicago packer started the hog market on a wild campaign upgrade and the hog market to-day is about \$1.00 a hundred on best grades of hogs over a week ago. The top on hogs to-day is \$18.30, as against \$18.40 a hundred yesterday and \$17.30 a week ago. The average price of hogs a week ago yesterday was \$16.95, as against \$18.05 yesterday.

With liberal hog receipts for the past ten days and the market advancing daily, and ribs, lard and pork in the future market going lower during this advance of the hog market, it is very perplexing to a great many in the trade, but perhaps there is more in the evidence of things that meets the naked eye. It is rumored that the Government has placed an order for 100 million pounds of bacon for delivery between now and the 1st of January. There is also evidence of a big Government demand and better facilities for carrying meats to the other side, but at the same time storage houses are well filled, and the Government has big reserves to draw from.

Storage space for hog products in Chicago is not available. We have been looking for room for an outside customer for the storage of lard for some time and it is impossible for us to get the required space asked for. This

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We also make Heat Regulators for Lard Kettles, Scald Tubs, Summer Sausage Dryers, Etc.

Our experience of thirty years is at your service. If you have any problem of temperature control, put it up to us for solution.

Write for Bulletin 139, regarding exact temperature control in Ham Cookers. Other Bulletins, describing Regulators for different conditions, will be sent if you will state process for which regulation is needed.

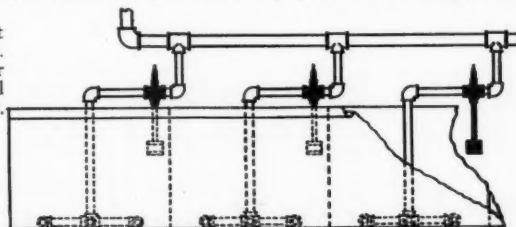
### The Powers Regulator Co.

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would not indicate any immediate shortage of hog products. The Bureau of Markets reports in 320 storages 112,045,038 lbs. of frozen pork on July 1, 1918, as against 91,562,278 lbs. July 1, 1917, an increase of 22.4 per cent over last year. In dry salt pork in 436 storages they report 385,182,429 lbs., as against 224,812,596 lbs., an increase of 71.3 per cent over a year ago. In lard, 100,387,976 lbs., as against 93,388,947 lbs., an increase of 7.5 per cent over a year ago.

The future provision market is showing no special strength. The demand for all kinds of fresh meats is fair. The trade in smoked meats is rather good. Hogs sold yesterday the highest of the year and highest since October last. Good hogs are about steady, common hogs 10@15c lower. We would not be surprised to see the spread widen to over \$2.00. We expect hog receipts to keep liberal.

#### EXPORTS OF PORK PRODUCTS.

Exports of pork products from the port of New York during the month of May, 1918, are just now reported by the U. S. Customs Service as follows:

**BACON.**—Barbados, 10,500 lbs.; Belgium, 2,554,828 lbs.; Bermuda, 200 lbs.; British Guiana, 10,000 lbs.; British West Africa, 26,644 lbs.; British West Indies, 2,057 lbs.; Cuba, 1,177,031 lbs.; Danish West Indies, 160 lbs.; Dutch East Indies, 100 lbs.; Dutch Guiana, 220 lbs.; England, 53,704,333 lbs.; France, 12,912,615 lbs.; French Africa, 450 lbs.; French West Indies, 10 lbs.; Haiti, 2,270 lbs.; Italy, 17,026,108 lbs.; Jamaica, 9,373 lbs.; Liberia, 1,100 lbs.; Mexico, 450 lbs.; Newfoundland, 3,346 lbs.; San Domingo, 107 lbs.; Scotland, 1,046,261 lbs.; Sweden, 48 lbs.; Venezuela, 78 lbs.; Total, 88,488,289 lbs.

**CURED HAMS.**—Barbados, 360 lbs.; Bermuda, 2,055 lbs.; Brazil, 3,155 lbs.; British Guiana, 20,600 lbs.; British West Africa, 32,792 lbs.; British West Indies, 1,477 lbs.; Colombia, 250 lbs.; Cuba, 602,380 lbs.; Danish West Indies, 1,768 lbs.; Dutch Guiana, 2,610 lbs.; Dutch West Indies, 2,965 lbs.; England, 28,363,431 lbs.; France, 2,761,140 lbs.; French Africa, 4,375 lbs.; French Guiana, 4,350 lbs.; French West Indies, 13,009 lbs.; Haiti, 7,865 lbs.; Jamaica, 13,987 lbs.; Mexico, 1,765 lbs.;

Newfoundland, 48,500 lbs.; Nicaragua, 200 lbs.; Peru, 2,500 lbs.; San Domingo, 31,375 lbs.; Scotland, 712,795 lbs.; Sweden, 80 lbs.; Trinidad, Island of, 8,440 lbs.; Venezuela, 9,071 lbs.; Total, 32,653,295 lbs.

**LARD.**—Argentina, 55 lbs.; Barbados, 7,700 lbs.; Belgium, 4,627,978 lbs.; Bolivia, 17,353 lbs.; British Guiana, 2,600 lbs.; British Kongo, 10,000 lbs.; British West Africa, 40,138 lbs.; British West Indies, 3,200 lbs.; Colombia, 1,000 lbs.; Costa Rica, 4,700 lbs.; Cuba, 1,939,846 lbs.; Danish West Indies, 4,361 lbs.; Dutch West Indies, 2,450 lbs.; England, 25,360,154 lbs.; France, 9,803,265 lbs.; French Africa, 1,850 lbs.; French Guiana, 16,900 lbs.; French West Indies, 16,020 lbs.; Haiti, 245,036 lbs.; Jamaica, 100 lbs.; Mexico, 11,500 lbs.; Norway, 1,020 lbs.; Panama, 2,560 lbs.; Peru, 1,500 lbs.; San Domingo, 57,170 lbs.; Scotland, 545,682 lbs.; Switzerland, 12,605,344 lbs.; Venezuela, 1,750 lbs.; Total, 55,331,232 lbs.

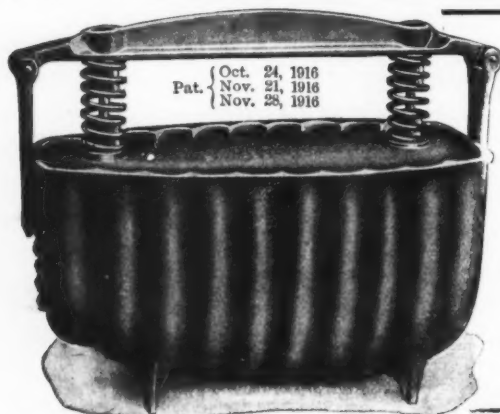
**NEUTRAL LARD.**—England, 75,217 lbs.; Newfoundland, 26,600 lbs.; Total, 101,817 lbs.

**LARD COMPOUNDS.**—Barbados, 7,000 lbs.; Bermuda, 48,005 lbs.; British Guiana, 67,024 lbs.; British South Africa, 560 lbs.; British West Africa, 3,440 lbs.; British West Indies, (Continued on page 41.)

## LARD PAILS

OF  
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PROMPT SHIPMENT

**JOHNSON-MORSE CAN COMPANY**  
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**Ham Boiler Corporation**  
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NEW YORK

#### EXPORTS OF PROVISIONS

Exports of hog products for the week ending July 13, 1918, with comparisons:

To—	PORK, BBLs.		From Nov. 1, '17, to July 13, 1918.
	Week ended July 13, 1918.	Week ended July 14, 1917.	
United Kingdom..	110	110	782
So. & Cen. Am...			3,780
West Indies .....			8,195
Br. No. Am. Col..			7,675
Other countries ..			1,028
Total .....	110		21,458

BACON AND HAMS, LBS.			
To—	Week ended July 13, 1918.	Week ended July 14, 1917.	From Nov. 1, '17, to July 13, 1918.
United Kingdom..	11,771,000	10,291,000	406,220,000
Continent .....	15,477,000	5,577,000	184,350,000
So. & Cen. Am...			796,000
West Indies .....			10,419,000
Br. No. Am. Col..			134,000
Other countries ..			2,168,000
Total .....	27,248,000	15,867,000	604,086,000

LARD, LBS.			
To—	Week ended July 13, 1918.	Week ended July 14, 1917.	From Nov. 1, '17, to July 13, 1918.
United Kingdom..	3,756,000	1,273,000	117,017,000
Continent .....		562,000	114,507,000
So. & Cen. Am...			1,098,000
West Indies .....			14,750,000
Br. No. Am. Col..			123,000
Other countries ..			296,000
Total .....	3,756,000	1,835,000	247,790,000

RECAPITULATION OF THE WEEK'S EXPORTS.			
	Pork, bbls.	Bacon and hams, lbs.	Lard, lbs.
New York .....		27,248,000	3,756,000
Total week .....		27,248,000	3,756,000
Previous week ...	3,574	16,330,000	10,664,000
Two weeks ago ...		15,034,000	8,683,000
Cor. week last yr	110	15,867,000	1,835,000

COMPARATIVE SUMMARY OF EXPORTS.			
	From Nov. 1, '17, to July 13, 1918.	Same time last year.	Changes.
Pork, lbs. ....	4,292,000	9,856,000	Dec. 5,564,000
Bacon & Hams, lbs. ....	604,086,000	562,251,000	Inc. 41,835,000
Lard, lbs. ....	247,790,000	270,263,000	Dec. 22,474,000

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Metal Ring**

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SMALL FLOOR SPACE—LITTLE POWER—LOW COST—PERFECT WORK.

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Chicago



# TALLOW, STEARINE, GREASE and SOAP

## WEEKLY REVIEW

**TALLOW.**—The tallow market has been quiet during the week, and the volume of business has been restricted to the nearby requirements of consumers. The trade has heard of increased production, due to the larger movement of cattle, which is nearly fifty per cent. greater than that of a year ago; also of liberal supplies of cattle back in the country, and the better weights, but at this stage there is no selling pressure from the tallow makers.

Some of the high grades of South American tallow have been selling at over eighteen cents here, and the volume of offerings, even at this basis, has been small. There are interests in the trade still hoping for a change in the Government regulations, which will permit of a resumption of shipments into this country. The general tonnage situation is viewed as better, even though the improvement is only gradual, and there are many products that are awaiting larger tonnage supplies.

Prime city tallow in the local market is quoted at 17c. loose, and city special tallow at 17½c. loose, with last sales on this basis.

**OLEO STEARINE.**—The market for oleo stearine has been very steady at 19½c. There are some claims of buying for compound lard interests to fill Government demands.

SEE PAGE 31 FOR LATER MARKETS.

**PEANUT OIL.**—Demand for refined oil is fair and values are steady. Demand on the Coast is quiet but prices are firm and quoted at 18½@18½c. in sellers' tanks f. o. b. Prices are quoted, edible, in bbls., spot 21½@22c.

**NEATSFOOT OIL.**—The market is quiet with demand only for current needs. Offerings are not large and prices are steady. Prices are quoted, 20 cold test, \$3.25@3.30; \$2.75@2.80; and prime, \$1.75@1.80.

**SOYA BEAN OIL.**—A firmer tone was in evidence during the week, with a good inquiry from paint manufacturers. The market on the Coast is steady with offerings at 16c. in sellers' tanks f. o. b. Spot is quoted at 18½@18½c.

**CORN OIL.**—The market for crude oil is fair due to small supplies. Demand for refined oil continues good at steady prices. The market for crude is now quoted at 17¼@18c. in bbls.

**COCOANUT OIL.**—Demand is rather quiet but values are firm. Ceylon is quoted at

16½@17c. sellers' tanks from the Coast. Manila oil is quoted at 15½@15½c. in buyers' tanks f. o. b. the Coast. Ceylon, 17½@18c. in bbls.; Cochin, 18½@19c., in bbls.

**PALM OIL.**—No change of importance was reported this week. Palm kernels were a shade stronger. Prime red, spot, —, nom.; Lagos, spot, nom.; to arrive, —; palm kernel, 18½@18½c., nom., in bbls.; Nigar, —, nom.

**OLEO OIL.**—The market was dull and a shade easier. Extras are quoted at 25½c., according to quality.

**GREASE.**—The undertone is firmer due to strength in other greases and light spot stocks. Yellow, 16@16½c.; bone, 16¼@16½c.; house, 15½@16¼c.; brown, 15¼@15½c.

### CHEMICAL AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)

New York, July 18, 1918.—Latest quotations on chemical and soapmakers' supplies are as follows: 74@76 per cent. caustic soda, 4¼@4½c. per lb.; 60 per cent. caustic soda, 4c. per lb.; 98 per cent. powdered caustic soda, 5¼@6c. per lb.; 48 per cent. carbonate of soda, 2¾c. per lb.; 58 per cent. soda ash, 2¼@2½c. per lb.; talc, 1½@1¾c. per lb.; silex, \$15@20 per ton 2,000 lbs.

Clarified palm oil in casks, none on spot, not quotable; lagos palm oil in casks, none on spot, not quotable; yellow olive oil, nom., not quotable; Cochin coconut oil, 20@21c. per lb.; Ceylon coconut oil, 18¼@18½c. per lb.; cottonseed oil, \$1.56@1.60 per gal.; soya bean oil, 18¼@18½c. per lb.; peanut oil, soapmakers' 5 per cent. acidity, \$1.70@1.75 per gal.

Prime city tallow, special, 17½c. per lb.; dynamite glycerine, 62@63c. per lb.; saponified glycerine, 49½@50c. per lb.; crude soap lye glycerine, 44@44½c. per lb.; chemically pure glycerine, 63@64c. per lb.; prime packers' grease, 16¼@16½c. per lb.

### FOREIGN COMMERCIAL EXCHANGE.

New York, July 18, 1918.—Foreign commercial exchange rates, as far as quoted, are:

London—	
Bankers' 60 days.....	4.72½
Cable Transfers.....	4.76½
Demand sterling.....	4.75½
Commercial bills, sight.....	4.75½
Commercial, 60 days.....	4.71½
Commercial, 90 days.....	4.70½
Paris—	
Commercial, 60 days.....	5.77½
Commercial, sight.....	5.72½
Bankers' cables.....	5.69½
Bankers' checks.....	5.71½
Amsterdam—	
Commercial, sight.....	51½
Commercial, 60 days.....	51½
Bankers' sight.....	51½
Bankers' cables.....	51½
Copenhagen—	
Bankers' sight.....	30.50
Bankers' cables.....	31.20

### GREEN AND SWEET PICKLED MEATS.

(Special Letter to The National Provisioner from The Davidson Commission Co.)

Chicago, July 18, 1918.—Quotations on green and sweet pickled meats, f. o. b. Chicago, loose, are as follows:

Regular Hams—Green, 8@10 lbs. ave., 27½c.; 10@12 lbs. ave., 27c.; 12@14 lbs. ave., 26¾c.; 14@16 lbs. ave., 26½c.; 16@18 lbs. ave., 26¼c.; 18@20 lbs. ave., 26¼c. Sweet pickled, 8@10 lbs. ave., 27¼c.; 10@12 lbs. ave., 26¾c.; 12@14 lbs. ave., 26½c.; 14@16 lbs. ave., 26¼c.; 16@18 lbs. ave., 26¼c.; 18@20 lbs. ave., 26¼c.

Skinned Hams—Green, 14@16 lbs. ave., 27¾c.; 16@18 lbs. ave., 27¾c.; 18@20 lbs. ave., 27¾c.; 20@22 lbs. ave., 27¾c.; 22@24 lbs. ave., 27c. Sweet pickled, 14@16 lbs. ave., 27¾c.; 16@18 lbs. ave., 27¾c.; 18@20 lbs. ave., 27¾c.; 20@22 lbs. ave., 27¾c.; 22@24 lbs. ave., 27.

Picnic Hams—Green, 4@6 lbs. ave., 21c.; 6@8 lbs. ave., 18¾c.; 8@10 lbs. ave., 18¾c.; 10@12 lbs. ave., 18¾c. Sweet pickled, 4@6 lbs. ave., 21c.; 6@8 lbs. ave., 18¾c.; 8@10 lbs. ave., 18c.; 10@12 lbs. ave., 17¾c.

Clear Bellies—Green, 6@8 lbs. ave., 36c.; 8@10 lbs. ave., 35c.; 10@12 lbs. ave., 34c.; 12@14 lbs. ave., 32c.; 14@16 lbs. ave., 31c. Sweet Pickled, 6@8 lbs. ave., 35c.; 8@10 lbs. ave., 34½c.; 10@12 lbs. ave., 33c.; 12@14 lbs. ave., 30c.; 14@16 lbs. ave., 29c.

### PORK CUTS IN NEW YORK.

(Special Letter to The National Provisioner from H. C. Zaun.)

New York, July 18, 1918.—Wholesale prices on green and sweet pickled pork cuts in New York City are reported as follows: Pork loins, 35@37c.; green hams, 8@10 lbs. ave., 28½c.; 10@12 lbs. ave., 28c.; 12@14 lbs. ave., 27½c.; 14@16 lbs. ave., 26½c.; 18@20 lbs. ave., 27c.; green clear bellies, 8@10 lbs. ave., 36c.; 10@12 lbs. ave., 36c.; 12@14 lbs. ave., 34c.; green rib bellies, 10@12 lbs. ave., 35c.; 12@14 lbs. ave., 33c.; S. P. clear bellies, 6@8 lbs. ave., 34c.; 8@10 lbs. ave., 35c.; 10@12 lbs. ave., 34c.; 12@14 lbs. ave., 32c.; S. P. rib bellies, 10@12 lbs. ave., 33c.; 12@14 lbs. ave., 31c.; S. P. hams, 8@10 lbs. ave., 28½c.; 10@12 lbs. ave., 28c.; 18@20 lbs. ave., 27c.; city steam lard, 25½c. nominal; city dressed hogs, 26¾c.

Western prices on green cuts are as follows: Pork loins, 8@10 lbs. ave., 32c.; 10@12 lbs. ave., 31c.; 12@14 lbs. ave., 30c.; 14@16 lbs. ave., 29c.; skinned shoulders, 23c.; boneless butts, 28½c.; Boston butts, 26½c.; lean trimmings, 20c.; regular trimmings, 17c.; spare ribs, 13c.; neck ribs, 6c.; kidneys, 10c.; tails, 12c.; snouts, 10c.; livers, 4c.; pig tongues, 19c.

## CEYLON and COCHIN COCOANUT OIL

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PROMPT DELIVERY

## TALLOW, GREASE and ALL SOAP MATERIALS

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CHOICE DEODORIZED WHITE

PEANUT OIL



Crude or Refined  
Cotton Seed Oil  
Suitable for all purposes.



We carry a stock of all grades in all the principal cities of the East

## TEXAS CRUSHERS AND GOVERNMENT.

Members of the Texas Association, on call of President J. Webb Howell, met in Dallas last week and discussed crop prospects, Food Administration regulations, fuel and labor. Secretary Robert Gibson announced that more than 50 mills replying to his inquiry by letter, touching the cost of crushing, not including cost of seed, last season showed an average of \$12.39. Seventy-one present at the meeting submitted figures showing their average last season was \$11.77. Their estimate of cost for next season was \$14.55.

It was agreed that the suggested spread of \$13 per ton, which may be announced by the Food Administration, would not be sufficient. P. S. Grogan was elected to represent Texas in the absence of J. A. Underwood, unable to go to Washington, in the work of the advisory committee from the States, working with President Montgomery of the Inter-State Association.

Food Administrator E. A. Peden later met in Houston a committee selected at this meeting. J. A. Underwood, instructed by the committee, asked Mr. Peden to take charge of the business of the Texas mills to the extent of making any necessary regulations, promising hearty co-operation from the mills. Mr. Peden and Mr. Crow suggested that rulings rather than rules will be issued by the State Administrator, interpreting and applying regulations that may be announced from Washington.

They said that as soon as the matter of zoning is adjusted it may be expected that

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take pleasure in announcing to our clients and friends that we have moved our Atlanta laboratories to the Walton Building, where the entire ninth floor has been especially prepared for us. We have added a new Mineral and Bacteriological Department in charge of Mr. C. M. Stodghill, an expert in these lines.

While there is no change in officers or management, in future these improved and enlarged laboratories will be known as

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Washington will announce prices for oil, hulls, linters, and probably cake, along with a spread. The State Administrator will then declare what, with such figures, he deems a fair price for cotton seed in the several zones in Texas.

Mr. Peden invited the selection of a man, or a committee, representing the crushers, to have Houston headquarters, and to confer with him before any ruling affecting the

mills should be issued. He approved Mr. Howell's idea of a grievance committee, with a man in each of several districts, to co-operate with this committee and with the Food Administration in enforcement of all regulations.

Valuable trade information may be found every week on the "Practical Points for the Trade" page. Do you make it a habit to study this page?

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# COTTONSEED OIL

## WEEKLY REVIEW

THE NATIONAL PROVISIONER is Official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association, and the Mississippi Cottonseed Crushers' Association.

### Trade Awaiting New Prices—Announcement Expected Soon—Difference of Opinion as to Values—Cotton Crop Reports Mainly Good.

The trade anticipates a definite official report soon regarding the rules for the cottonseed industry for the coming season. The information at hand, while not authentic, is from well-informed quarters, and the assumption is that the basic rules governing the trade will not be much different from those of the season just ended. The important considerations will be the adjustment of prices, and the idea now prevails that the Government will indicate prices for cottonseed and cottonseed products several times during the season, to meet changing conditions.

What the initial prices for new crop cottonseed and cottonseed oil will be would seemingly depend upon the cotton crop outlook at about the end of this month, and the question of oil supplies among consumers. It is admitted in trade circles that the cotton crop outlook is good, and that there is no undue risk in counting on at least a fairly good cotton crop this season. On the other hand, the carry-over of cottonseed oil this season will not be large, and it is thought that the amount to be carried over by con-

sumers is really small, with the large distributors holding the bulk of the oil. This view has led to the assumption that the first prices for cottonseed and cottonseed oil for this coming season may not differ much from prices which have prevailed under Government regulations, which were based on \$17.50 for crude oil.

After the initial statement on prices, the maturing of the cotton crop, the general fat situation as regards hog supplies, etc., the situation of various competing oils and products with cotton oil, labor, transportation and fuel conditions, together with the political situation and other changeable factors, will unquestionably be gone into before subsequent prices are indicated officially. The feed crops are being closely followed, and the question of distributing cake and meal from a big cottonseed crop will also have to be carefully studied. Obviously, big feed crops, lower prices for cottonseed cake, meal and hulls should be associated with higher operating costs for cottonseed crushers.

The peace reports are being listened to somewhat more attentively just now, not because of evidence of continued German propaganda, but rather because of the failure of the German drive. It is regarded significantly in certain financial quarters that bonds of Allied countries, especially the

Anglo-French issues, which are accepted as a good barometer of political events, are enhancing in value. These Anglo-French bonds were under 89 a few months ago, when the Germans started their drive for Paris or Channel ports, and since the failure of that drive, these bonds have risen to nearly 94. Financial authorities concur in the opinion that, in the event of peace in the near future, these bonds would rise to near par, if not higher.

Just now the exports of cottonseed oil are at a minimum; there may be some increase in the shipments with the increasing tonnage supply and a larger crush of cottonseed oil this coming season. It would seem safe to count on restricted exports of cottonseed oil to countries where there might be trans-shipment into Germany or Austria. In the event of peace, however, it is well recognized that an urgent demand for cottonseed oil would come to the surface, and replenishing of stocks in various parts of Europe would be inevitable.

Closing prices, Saturday, July 13, 1918.—Prime crude, S. E., \$17.50, sales.

Closing prices, Monday, July 15, 1918.—Prime crude, S. E., \$17.50, sales.

Closing prices, Tuesday, July 16, 1918.—Prime crude, S. E., \$17.50, sales.

Closing prices, Wednesday, July 17, 1918.—Prime crude, S. E., \$17.50, sales.

Closing prices, Thursday, July 18, 1918.—Prime crude, S. E., \$17.50, sales.

SEE PAGE 31 FOR LATER MARKETS.

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Pittsburg  
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St. Louis



**MAY MOVE NEW CROP SEED.**

Though prices have not been fixed on next season's cotton seed and products, the Food Administration has given permission to move new crop seed prior to August 1, which was the date previous to which this could not be done under the rules. No suggestions as to price mills may pay for new seed are made, but they must sell products at not exceeding \$13 per ton above cost of seed.

**SWIFT AT BRAZILIAN PORT.**

To obtain port facilities for shipments from their plants in the state of Rio Grande do Sul, Brazil, Swift interests have taken over a large tract of land at the port of Rio Grande do Sul from the government. It is provided that if this land at some later date be necessary for the improvement of the port, then the Swift Company shall be obliged to resell it to its original owners at the same price that has been paid for it.

**IMPORTATION OF COPRA PERMITTED.**

The limitations imposed by the War Trade Board by a ruling published June 25, 1918, upon the importation of copra (coconut meat broken, but not shredded, desiccated, or prepared) have now been rescinded. Licenses which were then revoked have now been reinstated, and new applications for licenses to import copra will be considered. On the other hand, the restriction then imposed upon the importation of shredded, desiccated, or prepared coconut meat (otherwise known as "Ceylon copra") remains in force, and none will be admitted except such ocean shipments as were made on or before June 30, 1918.

**SOY BEAN FLOUR ON MARKET.**

Cotton oil mills at Elizabeth City and Farmville, N. C., are now making soy bean flour. The United States Food Administration says this commodity can be used to good advantage by bakers, and so it has been included in the list of food substitutes both by bakers and consumers.

The mills at Elizabeth City and Farmville have quite recently installed special machinery for making soy bean flour, and the former mills have delivered 600 tons of it, put up in 200-pound bags, says the Manufacturers' Record.

At the Farmville mills the soy beans are cracked, compressed to extract the oil, and the cake in the shape of meal is run through wire bolters of 20-mesh. This is the only extra machinery needed in a cotton-oil plant to make soy bean flour. This mill can pay \$2.50 a bushel for the beans and compete with flour at present prices.



The high excellence of our

"Buttercup" and "Snowflake"



# PEANUT AND COTTONSEED OILS

has been long recognized by the trade.

Shipped in barrels and our own tank-cars—  
or in tins, to suit our customers' convenience.

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61 Broadway, New York City

Boston Chicago Louisville Philadelphia Cleveland Cincinnati Seattle San Francisco

**COTTON SEED AND COTTONSEED PRODUCTS CENSUS.**

The quantity of cottonseed received, crushed, and on hand, and of cottonseed products manufactured, shipped out, and on hand, and imports and exports of cottonseed products covering the period from August 1, 1917, to June 30, 1918, is reported by the U. S. Census Bureau as follows:

State	Cottonseed received, crushed, and on hand (tons):		
	*Received at mills Aug. 1 to June 30	Crushed Aug. 1 to June 30	On hand at mills June 30
United States .....	4,231,000	4,210,000	55,000
Alabama .....	178,000	179,000	3,000
Arkansas .....	301,000	295,000	7,000
Georgia .....	761,000	759,000	8,000
Louisiana .....	201,000	200,000	2,000
Mississippi .....	425,000	423,000	6,000
North Carolina .....	260,000	259,000	2,000
Oklahoma .....	305,000	303,000	2,000
South Carolina .....	339,000	338,000	3,000
Tennessee .....	225,000	226,000	6,000
Texas .....	1,119,000	1,113,000	13,000
All other .....	117,000	115,000	3,000

\* Does not include 33,927 tons on hand at mills August 1.

Cottonseed products manufactured, shipped out, and on hand:

Item.	On Hand Produced Shipped Out On Hand			
	Aug. 1.	Aug. 1 to June 30	Aug. 1 to June 30	June 30
Crude oil, lbs. ....	*15,477,352	1,298,723,000	1,286,403,000	42,303,000
Refined oil, lbs. ....	†298,757,128	**1,153,082,000	.....	321,740,000
Cake and meal, tons. ....	92,540	2,047,000	2,093,000	46,000
Hulls, tons .....	56,016	981,000	931,000	106,000
Linters, 500-lb. bales. ....	102,754	1,114,000	1,151,000	67,000
Hull fiber, 500-lb. bales. ....	6,371	292,000	285,000	13,000
Motes, grabots, and sweepings, 500-lb. bales .....	8,207	53,000	49,000	13,000

\*Includes 2,921,600 and 2,757,000 pounds held by refining and manufacturing establishments, and 3,371,700 and 18,042,000 pounds

in transit to refiners and consumers Aug. 1 and June 30, respectively.

†Includes 15,200,429 and 9,508,000 pounds held by refiners, brokers, agents and warehousemen at places other than refineries and manufacturing establishments, and 3,851,415 and 12,022,000 pounds in transit to manufacturers of lard substitute, oleomargarine, soap, etc., Aug. 1 and June 30, respectively.

\*\*Produced from 1,259,092,000 pounds crude oil.

Imports and exports of cottonseed products from August 1, 1917, to June 30, 1918:

Imports: Oil, 14,114,792 lbs.

Exports: Oil, 93,577,337 lbs.; cake and meal, 19,043 tons; linters, 171,002 running bales.

Bargains in equipment may be obtained by watching the "For Sale" department, page 48.

## The Procter & Gamble Co.

Refiners of All Grades of

# COTTONSEED OIL

Boreas, Prime Winter Yellow  
Venus, Prime Summer White  
Jersey Butter Oil  
Aurora, Prime Summer Yellow

Puritan, Winter Pressed Salad Oil  
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# THE WEEK'S CLOSING MARKETS

## FRIDAY'S GENERAL MARKETS.

### Lard in New York.

New York, July 19, 1918.—Market firm; prime Western, \$26.55@26.65; Middle West, \$26.20@26.30; city steam, 24½@25½c.; refined Continent, \$27.60; South American, \$28; Brazil, kegs, \$29; compound, 22½@23½c., all nominal.

### Marseilles Oils.

Marseilles, July 19, 1918.—Copro fabrique, 377 fr.; copra edible, — fr.; peanut fabrique, 423 fr.; peanut edible, — fr.

### Liverpool Produce Market.

Liverpool, July 19, 1918.—(By Cable.)—Beef, extra Indian mess not quoted; pork, prime mess not quoted; shoulders, square, 143s. 6d.; New York, 140s.; picnic, 119s.; hams, long, 170s.; American cut, 167s.; bacon, Cumberland cut, 174s.; long clear, 189s.; short back, 189s.; bellies, 200s. Lard, spot prime, 155s. 6d.; American refined, 28-lb. box, 158s. Lard (Hamburg), nom. Tallow, prime city, not quoted. New York City specials not quoted. Cheese, Canadian finest, white new, 130s. 6d. Tallow, Australian (at London), 75s.

## FRIDAY'S CLOSINGS.

### Provisions.

The market was steady with hogs and buying by packers. Weakness in corn was offset by expectation of export buying shortly.

### Tallow.

The undertone continues firm with trade quiet. Special loose is reported at 17¾c.

### Oleo Stearine.

The market was again quiet but firm. Oleo is quoted at 19½c.

### Cottonseed Oil.

The market continues featureless. Tenders on July 20 far have been only 500 bbls.

## FRIDAY'S LIVESTOCK MARKETS.

### Chicago, July 19, 1918.

Hog receipts today estimated at 16,000. Left over, 7,478. Trade slow, asking strong to higher. Choice light held around \$18.50. Estimated receipts of cattle, 7,500; estimated receipts of sheep, 7,500.

Buffalo, July 19.—Hogs higher; on sale, 1,600, at \$18.75@19.15.

Omaha, July 19.—Hogs steady, at \$17.50@17.95.

Cudahy, July 19.—Hogs, no market. Detroit, July 19.—Hogs steady, at \$18@18.25.

St. Joseph, July 19.—Hogs steady, at \$17.90@18.30.

Sioux City, July 19.—Hogs higher, at \$17.35@17.90.

Indianapolis, July 19.—Hogs steady, at \$18.25@18.50.

Louisville, July 19.—Hogs higher, at \$18@18.25.

Kansas City, July 19.—Hogs slow, at \$17.50@18.30.

## ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef for the week up to July 19, 1918, show exports from that country were as follows: To England 84,390 quarters; to the Continent, 42,033 quarters. On orders, nothing. The previous week's exports were as follows: To England, 20,873 quarters; to the Continent, 42,403 quarters; to other Europe, nothing.

## PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, July 13, 1918, are reported as follows:

Chicago.			
	Cattle.	Hogs.	Sheep.
Armour & Co. ....	12,377	22,300	23,217
Swift & Co. ....	8,512	21,100	20,502
Morris & Co. ....	6,937	11,000	8,847
Wilson & Co. ....	6,872	15,100	11,028
G. H. Hammond Co. .	4,801	13,200	...
Anglo-Amer. Provision Co. .	429	8,800	...
Libby, McNeill & Libby. .	2,485	...	...
Independent Packing Co., 5,200 hogs; Boyd, Lunham & Co., 7,000 hogs; Miller & Hart, 4,200 hogs; Western Packing & Provision Co., 8,800 hogs; Brennan Packing Co., 5,400 hogs; Roberts & Oake, 6,000 hogs; others, 12,200 hogs.			

Kansas City.			
	Cattle.	Hogs.	Sheep.
Armour & Co.	10,019	7,600	1,218
Fowler Packing Co.	526	...	472
Wilson & Co.	7,554	8,076	1,992
Swift & Co.	10,478	9,939	3,661
Cudahy Packing Co.	7,459	3,782	3,377
Morris & Co.	7,253	8,484	1,940
Thos. Ruddy	451	...	...
Others	385	279	22

Omaha.			
	Cattle.	Hogs.	Sheep.
Morris & Co.	3,829	12,967	3,088
Swift & Co.	5,501	14,706	4,545
Cudahy Packing Co.	4,535	15,218	10,600
Armour & Co.	4,441	15,315	7,343
Swartz & Co.	...	9,775	...
J. W. Murphy	...	10,120	...
Lincoln Packing Co.	205	cattle; South Omaha Packing Co., 33 cattle.	...

St. Louis.			
	Cattle.	Hogs.	Sheep.
Morris & Co.	2,050	7,517	5,228
Swift & Co.	3,119	6,358	6,696
Armour & Co.	3,289	3,701	6,258
Fast Side Packing Co.	59	2,358	...
Independent Packing Co.	475	...	...
Sartorius Provision Co.	...	596	...
Carondelet Packing Co.	...	238	...
American Packing Co.	...	364	...
Krey Packing Co.	49	2,924	...
J. H. Belz Provision Co.	...	828	...
Heil Packing Co.	...	1,470	...

## SLAUGHTER REPORTS

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending July 13, 1918:

CATTLE.	
Chicago	50,594
Kansas City	45,691
Omaha	20,120
East St. Louis	10,971
St. Joseph	11,128
Cudahy	598
Sioux City	6,837
Ottumwa	990
South St. Paul	15,793
New York and Jersey City	6,515
Philadelphia	2,503
Oklahoma City	12,541

HOGS.	
Chicago	139,533
Kansas City	37,536
Omaha	33,912
East St. Louis	37,959
St. Joseph	37,984
Cudahy	22,477
Sioux City	31,957
Cedar Rapids	8,190
Ottumwa	10,688
South St. Paul	20,888
New York and Jersey City	16,072
Philadelphia	5,899
Oklahoma City	3,729

SHEEP.	
Chicago	65,056
Kansas City	12,845
Omaha	25,490
East St. Louis	19,670
St. Joseph	15,891
Cudahy	71
Sioux City	1,182
Ottumwa	293
South St. Paul	1,037
New York and Jersey City	19,176
Philadelphia	4,898
Oklahoma City	447

## NEW YORK LIVE STOCK

WEEKLY REPORTS TO JULY 15, 1918.

	Cattle.	Calves.	Sheep.	Hogs.
Jersey City	4,018	3,016	13,028	5,725
New York	1,509	4,475	94	10,347
Central Union	988	1,250	6,054	...
Totals	6,515	8,741	19,176	16,072
Totals last week	6,490	11,982	22,878	20,026

## RECEIPTS AT CENTERS

SATURDAY, JULY 13, 1918.

	Cattle.	Hogs.	Sheep.
Chicago	3,000	7,270	9,000
Kansas City	1,000	2,014	1,000
Omaha	800	11,683	100
St. Louis	800	6,712	600
St. Joseph	100	3,300	800
Sioux City	400	7,500	600
St. Paul	400	500	15
Oklahoma City	300	250	200
Fort Worth	1,100	200	100
Louisville	250	1,700	6,000
Wichita	50	150	...
Indianapolis	400	5,000	...
Pittsburgh	...	1,200	400
Cincinnati	600	3,900	2,200
Buffalo	125	2,200	100
Cleveland	100	1,500	...
New York	718	2,015	1,240

MONDAY, JULY 15, 1918.

Chicago	20,000	37,510	24,000
Kansas City	23,000	10,654	5,000
Omaha	7,800	10,421	10,300
St. Louis	17,300	8,247	2,900
St. Joseph	2,200	7,000	1,000
Sioux City	3,900	7,000	...
St. Paul	11,400	7,000	300
Oklahoma City	4,400	700	500
Fort Worth	4,500	1,000	400
Milwaukee	200	11,385	...
Denver	2,000	900	3,500
Louisville	3,100	3,000	4,200
Detroit	...	970	...
Wichita	...	131	...
Indianapolis	1,500	5,000	...
Pittsburgh	2,000	9,000	4,400
Cincinnati	3,500	5,257	2,800
Buffalo	4,800	6,400	1,000
Cleveland	2,200	5,000	1,000
Toronto, Canada	2,600	1,100	600
New York	2,730	3,900	8,420

TUESDAY, JULY 16, 1918.

Chicago	14,000	22,807	12,000
Kansas City	19,000	10,623	2,000
Omaha	...	15,949	...
St. Louis	11,900	13,212	8,000
St. Joseph	...	6,000	...
Sioux City	...	12,000	...
St. Paul	...	4,000	...
Milwaukee	...	2,500	...
Louisville	...	2,000	...
Detroit	...	1,700	...
Wichita	...	2,085	...
Indianapolis	...	9,000	...
Cincinnati	300	2,354	1,400
Buffalo	275	2,400	600
Cleveland	...	1,000	...
New York	1,013	2,462	4,550

WEDNESDAY, JULY 17, 1918.

Chicago	11,000	16,989	8,000
Kansas City	13,000	11,383	2,400
Omaha	...	14,041	...
St. Louis	7,000	12,500	3,700
St. Joseph	...	7,000	...
Sioux City	...	12,000	...
St. Paul	...	8,000	...
Milwaukee	...	3,256	...
Louisville	...	2,000	...
Detroit	...	1,460	...
Wichita	...	1,054	...
Indianapolis	...	9,000	...
Pittsburgh	...	2,000	...
Cincinnati	1,500	3,000	2,500
Buffalo	200	800	...
Cleveland	...	1,000	...
New York	1,444	2,950	5,360

THURSDAY, JULY 18, 1918.

Chicago	18,000	32,000	16,000
Kansas City	5,000	4,000	1,000
Omaha	4,500	13,500	3,300
St. Louis	4,500	7,500	3,200
St. Joseph	2,000	7,000	4,000
Sioux City	1,500	10,000	500
St. Paul	...	5,000	...
Milwaukee	...	1,641	...
Louisville	...	2,000	...
Detroit	...	740	...
Wichita	...	1,401	...
Indianapolis	...	8,000	...
Pittsburgh	...	2,000	...
Cincinnati	2,400	4,904	6,200
Buffalo	200	650	...
Cleveland	...	2,000	...
New York	975	2,730	5,550

FRIDAY, JULY 19, 1918.

Chicago	6,500	16,000	8,000
Kansas City	4,000	4,000	1,000
Omaha	2,800	13,500	6,600
St. Louis	2,200	6,000	800
St. Joseph	700	6,000	500
Sioux City	700	7,300	...
Fort Worth	3,000	700	500
St. Paul	2,000	4,100	50
Oklahoma City	2,000	1,600	...
Indianapolis	700	6,000	400
Denver	500	500	4,300

**Watch Page 48  
for  
Business Chances**

## HIDE AND SKIN MARKETS

(SHOE AND LEATHER REPORTER)

The hide markets are awaiting official word from Washington regarding the maximum prices for the quarter beginning August 1. Meetings are being held this week and an announcement of maximum prices is expected shortly.

### Chicago.

**PACKER HIDES.**—Interest is centered in the future prices, especially as the hint is being given out there is a possibility of lowered values. Killers fully expect to see hide rates on a higher plane, if meat costs to the Government are to remain low, as about 60 per cent. of the animal is beef and 8 per cent. hide. Cattle costs are several dollars per hundred higher than when initial price fixing was inaugurated, so there is that phase to be considered and deliberations are likely to favor the Government beef needs for cheapness. Trade this week was almost nil. One car of July heavy cows brought the maximum. More stuff is offered out than for a month past. Native steers of current quarter salting are maximumed at 33c. Nothing is offered in any weight. Texas steers remain quiet, account sold out. Heavy hides are topped at 31c., lights at 30c. and extremes at 25c. for present kill. Butt branded steers are strong at 31c. Nothing offered and no oversales are likely. Colorado steers are quoted at 30c. for business. Slaughter is of good size and some oversales are expected. Branded cows are dull. Offerings at maximum of 25c. bring no responses. Sole leather tanners are unwilling to use them on account of no demand for light sole leather and upper leather makers consider them too high, especially with prospective reductions on next quarter kill rumored, which would make light cows cheaper. Heavy cows sold at 30c. for one car of July hides. Light native cows are slow, due to small stocks. Maximum of 26c. is considered the market. Native bulls are sold out at 23c. for current quarter kill. Branded bulls are also quiet, due to small stocks, and are quoted at 21c.

Later.—Packers quiet. Three more local small packers sold about 75,000 next quarter's hides at blind maximums, making 125,000 sold this week.

**COUNTRY HIDES.**—Trade is halting awaiting definite news on the price fixing for the next quarter kill. The rumor is around in well-posted circles that next prices are to be on a lower plane, and if this is true then the entire aspect of the country hide market will be changed. Present prices of country hides seem about fair on the first quarter kill, but buyers have held aloof from second quarter goods on account of excessive values. If rates on next quarter kill are reduced, it is almost safe to assume that packer hides will be infinitely cheaper in a relative way on third quarter quality than country hides of second quarter kill. Sales of country were rather hard to effect in the current week. Heavy steers are not selling, due mainly to small supplies. April hides are topped at 21c. Heavy cows are slow. Stocks are of moderate size. Holders want 19c. for the April kill and buyers' views are about a cent less in most instances. No May hides have

sold and none seems to be wanted. Buffs bring 19c. under pressure, but there is not much demand for these hides. Buyers don't seem to care for the over 50 lbs. end of the weight range, and some efforts are being made to move the 50@60 lbs. weights at concessions. Offerings at 18½c. of this weight range are noted. Buyers' ideas on straight buff weights of April kill are usually not over 18½c. unless they are forced to operate, when they pay the maximum. No seconds are selling. Stocks are moderately ample. All weight hides in the country sections are steady but quiet. Early all weights are quoted at 17½@18½c. delivered, and late kill is held for 20@21c. delivered basis, but is very slow sale. Extremes bring 21c. readily, as leather from such hides is in demand and most tanners are sold ahead and have to cover. Receipts run well for extreme light hides and available unsold stocks are meager. No May hides have sold at the maximum for that salting 22c., but some have sold at 21@21½c. locally. Branded hides rule quiet and featureless at 15@15½c. flat basis for common descriptions. Country packer branded hides are quoted at 17@25c. nominal. Bulls are bringing 15c. in a moderate way, but plenty remain unsold. May hides are maximumed at 17c., but none has moved. Country packer bulls are quoted at 19@23c., as to lots and salting.

Later.—Countries steady, with April buff's bringing 19c. more readily.

**CALFSKINS** are bringing 44c. for the first salted city and packer descriptions. A good call is noted, and there is a waiting list for future offerings. Outside city calfskins quoted at 38½c. Mixed city and outside skins are selling at 40@42½c. Country skins quoted at 34@35c. for stuff in this section. Some Southwestern calfskins sold at 33c. flat and kipskins at 22c. flat in connection. Deacons are quoted at \$2.30@2.40 and light calf at \$2.50@2.60. Kipskins are wanted and are in small supply. Country skins are quoted at 24c. and better lots at 27c.; recent sales were effected at 24½@25c. First salted city and packer skins quoted at 27½c.

**HORSEHIDES** are in very good call, and stocks are meager. This is the season for light receipts. Country goods are wanted at \$7 and city hides are quoted strong at \$7.50 @8, as to descriptions. Butts are slow and nominal at about \$1.75@2.75 average. Ponies and glues quoted at \$3.35@4 and coltskins at \$1@1.50.

**HOGSKINS** are slow at \$1.10@1.30 nominal for the average country run of skins with the rejected pigs and glues out at half rates. No. 1 pigskin strips quoted at 9@10c., No. 2's quoted at 8@9c., and No. 3's at 5@6½c., as to measurements.

**SHEEP PELTS.**—Movement continues of moderate size, mainly in the spring lamb skins. Slaughter is running well for lambs, and the kill of sheep is producing mainly clipped skins. Government seems unwilling to have any of the July skins tanned with the wool on, and killers have to exact an affidavit from purchasers that skins will all be pulled. Quality of present stocks is not such as to make them attractive to pullers, and sellers therefore are holding their skins

to add later slaughter, which will undoubtedly be more attractive and thus make the good skins average up the quality of the poorer stock. Shearlings are quoted nominal at about \$1.75@2.25 as to descriptions. Spring lambs are quoted at \$2.72½ paid for best assortments. Production is running to still heavier skins and killers are inclined to talk as high as \$3 for best holdings. Dry Western pelts are dull and nominal at about 50c. average.

### New York.

**PACKER HIDES.**—A small sale was made this week by an uptown packer of about 1,000 to 1,100 native and branded cows at 23½c. and 29½c. for heavies and 18@24½c. for the branded according to salting. Native steers are nominal at 32½c.; spready native steers at 33½c.; butt branded steers, 30½c.; Colorado, 29½c.; native cows, 25½c. for the lights and 29½c. for the heavies; native bulls, 22½c. The market in small packer hides is quiet locally, but some inquiries are noted for nearby small packer steers which are nominally held at 32½c. Buyers generally are waiting the price fixing meetings and in consequence few inquiries are made.

**COUNTRY HIDES.**—The general situation is quiet but firm. Occasional sales are made of good quality hides, but the majority of buyers are holding back. Most of the trading has been effected at April prices as many of the tanners are not willing to pay the top prices asked for May forward hides, but a few choice lots of May and June Middle West extremes recently sold here at the full price of 22c. Several offerings of Middle West buff's offered here at maximum prices fail to attract attention. Various lots of old winter grubby hides are offered from the West at concessions from maximum prices, but tanners show no interest in this stock. Bulls recently have been active and several carlots have sold at 15c. for previous to May take-off. New York State and New England hides are slow for carlots, and buyers are continually picking up small lots of all weights at 17@18c. flat. Southern are quiet and generally held at maximum prices. Sales were made in Philadelphia of two cars early take-off buff's at 19c. and two cars May and June buff's sold at 21c.

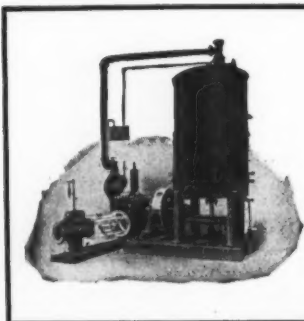
**CALFSKINS.**—The market continues strong. New York cities last sold at \$4, \$5 and \$6, and would easily command these figures today if stocks were available. A sale was made of a choice car of mixed cities and countries at \$3.75, \$4.75 and \$5.75. Regular run of outside mixed cities and countries are quoted at \$3.50, \$4.50 and \$5.50. A small lot of New England countries sold at \$3.30, \$4.30 and \$5.30. No changes are noted in New York City green skins.

**HORSEHIDES.**—The market is firm. Whole hides are selling as fast as offered at full maximum prices. Countries are nominal at \$7; dealers' mixed hides at \$7.50, and renderers at \$8. Fronts are quoted at \$5.25@6.25. About 1,000 butts, 22 inches and up, sold at \$2.90, and one choice lot of butts, 22 inches and up, sold at \$3.

### Boston.

The Western hide markets are steady, with Ohio and Indiana shippers talking maximum prices for both buff's and extremes. Tanners, however, are not showing much interest except in occasional lots of good, free of tick extremes. Tanners' ideas on most offerings are a cent under maximum prices. Much interest is shown in the coming maximum prices for the quarter beginning August 1. There have been some rumors to the effect that prices for that period will be lower, but tanners and dealers in this section fail to see any reason for this action. Southern hides are offered more freely in this market, some of the better lots being taken up, but on the whole business is quiet.

A fair demand continues in Boston for the better grades of calfskins. Offerings are small, and prices are holding at the maximum. As there is no large kill of calfskins anticipated before next spring, dealers feel that there is sufficient demand to keep stocks well cleaned up and prices at the maximum.



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# LIVE STOCK MARKETS

## CHICAGO

(Special Letter to The National Provisioner from The National Livestock Commission Co.)

Union Stock Yard, Chicago, July 17.

A wider range in steer values, with a downward revision on the medium and low priced kinds, and especially the "grassy" grades, is logical. Another point to consider is the supply of "grassy" cattle, which is increasing at all points, Chicago receiving approximately 48,000 cattle for the first three days of this week, as compared to 33,334 for the same period a week ago, and the other markets have also been liberally supplied, and a summary of the trade thus far this week develops the following: Upwards of 16c. the market is strong and active with prime beefs of all weights selling, \$17.50@18.15; good to choice grades, \$17@17.50; and medium to good kinds, \$16.25@17. Below 16c. it's a "catch as catch can" affair with a lowering of values, and some cattle look 25@40c. under a week ago, with fair to medium steers selling \$15@16, and mediumweight cheap killers all the way from \$12@14.

Everything in the butcher stuff line is selling exceptionally well, and the better grades of cows and heifers are holding up well in price, but on the rank and file of the offerings the trade compared to the high time a week ago has eased off 25 to 35c. on the bulk of the receipts, with the light-fleshed heifers on the stocker order the poorest sellers comparatively, as very little outside demand and most of them have to go to killers. The bull market shows 25 to 35c. loss because of some letup in the Eastern orders, while the calf trade, on the other hand, has regained last week's 75c. to \$1 per cwt. decline, with good to choice veal calves selling as well as any time recently, but the heavy calves are moving rather slowly because of a lessened Eastern outlet.

On Wednesday a week ago the extreme top of the hog market was \$17.45. On Tuesday of this week the top was \$18.40, and the big upturn in prices, despite fairly liberal receipts for the time of the year can be traced, we believe, to the wonderful foreign outlet for cured product, and exports have recently been on a gigantic scale. The trade today (Wednesday) opened slow, grew firm, and closed in fairly good shape, with receipts estimated at 25,000. The extreme top was \$18.35 and the bulk of the choice light and prime shipping grades sold, \$18.10@18.30; good mixed, \$17.85@18.05; plain mixed packing, \$17.50@17.75; and rough heavy packers from \$17@17.40. There seems to be a little better feeling in the trade, and there is no question about the continuance of the phenomenal demand, the only point being as to what the next 30 to 60 days will bring forth in the way of receipts.

Fluctuation has been the most prominent feature in sheep-house values during the past two months. Following a sharp, active market during the first days of last week, Friday's market got a hard "jolt," the day's lamb crop going over the scales fully 50c. per cwt. lower than the previous session. To open this week Monday's supplies numbered 23,394 and proved in excess of the day's requirement, forcing a further decline of 25c. on lambs, which put them fully 75c. below last week's high point. With light receipts Tuesday and Wednesday the trade has regained 25 to 40c. of last week's loss. The market seems to carry a strong undertone and indications point to a firm, active trade the balance of the week. Quotations range as follows: Westerns: Good to choice lambs, \$18.35@18.65; yearlings for slaughter, \$15@16; fat wethers, \$13.50@14.50; feeding lambs, \$15.50@16; feeding yearlings, \$12.50@13; feeding wethers, \$11@12; yearling breeding ewes, \$17.50@18.50. Natives: Good to choice lambs, \$18.25@18.50; poor to medium, \$17.50@18; culls, \$13.50@14.50; fat yearling wethers, \$16@16.50; prime aged wethers, \$15@15.50; good to choice ewes, \$12.50@13;

poor to medium, \$11.50@12; culls, \$7@8; governments, \$4.50@5.50; young breeding ewes, \$16@17; aged breeders, \$14.50@15.50; short-mouthed ewes, \$10@12.

## KANSAS CITY

(Special Letter to the National Provisioner.)

Kansas City Stockyards, July 16, 1918.

Cattle receipts to-day overran the first estimate of 18,000 head by 3,000; market steady to weak; best steers, \$18.05. Hogs sold in a sensational way, closing prices 25@40c. higher; top, \$17.20; receipts, 13,000. Sheep and lambs to-day, 6,000; market quiet and steady; native spring lambs up to \$18.00.

Missouri corn and grass steers brought the top, \$18.05, choice to prime steers selling at \$17.50 and upwards; middle class natives, \$13.50@16.50; Kansas wintered steers, \$16.00@17.25. The Frisco, Santa Fe and Rock Island combined to overrun the first estimate 100 cars to-day, the surplus composed chiefly of Southern Kansas grass cattle. This was the first big run this year from the flint hill district. Western Oklahoma was well represented to-day, and yesterday was Eastern Oklahoma and Northern Kansas day here, in compliance with the zone system of loading. The two-day total of Kansas cattle receipts is 43,000 head, the big bulk of which came from Kansas and Oklahoma, with liberal shipments from Missouri. Straight grass cows sell at \$7.00@9.50 this week, including canners; low grade grass steers \$7.00@8.50. Calves continue to work lower, especially heavy ones, this kind \$8.00@11.00; best light veals, \$14.50.

Packers began by paying \$18.00 for hogs, which was 15c. above top yesterday, and ended by paying \$18.20, 35c. up. Medium weights sold up to \$18.15; lights, \$18.05; bulk of sales, \$17.90@18.15. Receipts are lighter than expectations at all the markets, and packers here are shipping in a good many hogs from St. Paul and Sioux City; 200 carloads sent in from those markets last week. Prices here are not only well above other Missouri River markets, but also lead St. Louis, and are close to Chicago on tops, and above that market on bulk of sales. Order buyers take a good many, and keep packers spurred up. Stock pigs are stronger, good ones around \$17.00.

Best natives sold at \$18.00 to-day and choice Western might bring 25c. more than that. Ewes are higher, best fat ones \$12.25; culls around \$8.00; old feeding ewes, \$5.00@8.00; breeders, \$14.00@17.00; goats scarce and dull at \$7.00@7.75. Feeding lambs sold last week at \$15.00@15.75.

## ST. LOUIS

(Special Letter to The National Provisioner.)

National Stock Yards, Ill., July 16.

The grass cattle run is now upon us in full volume. Our receipts of cattle for the week ending today amount to 43,000, of which something over 3,700 were sold on the quarantine side. This is the heaviest week of the year, up to the present writing. On Monday we received 17,000 cattle which is our record in this department. The run consists largely of common and medium cattle and much of the steer supply was shipped no doubt because of dry weather conditions. The market in sympathy with the other central markets which are receiving a more or less liberal supply has broken sharply. Best corn fed steers are off 10c. to 15c., medium to good steers are off 25c. to 50c., while the plain and common kinds including the Texas and Oklahoma cattle are 50c. to 75c. lower. The bulk of our best killers are clearing in a range of \$14@15.50, while the bulk of all sales in the beef steer department ranges from \$12@13.50, medium and common cattle are going at \$9@10, canners and cutters \$6.25@7.75. In butcher stock the decline is about the same as in the steer department. The yearling market has been particularly hard hit. The best straight

heifers tapped at \$14.75 but they were exceptionally good. The season's low price on common yearlings sold as canners was paid on Monday when a string brought \$6.25. In the mixed lots were quite a few light weight bulls, the best of them sold up to \$10.50, but by far the major portion of them went from \$7.50@9.

The count in the hog house for the week ending today totals 54,000, the quality generally good. The market has steadily and rapidly advanced during the entire week and at this writing is \$1.15 higher than a week ago. The demand from both the packer and the order buyers is keen and insistent. The consequence has been complete clearances at each session. Today's quotations are: Mixed and butchers \$17.85@18.10; good heavys \$17.85@18; rough \$16.50@16.75; light \$18@18.15; pigs \$17.50@18.15; bulk \$17.80@18.10.

Sheep receipts approximate 20,000 for the week. The quality of the offerings is only fair, both in mutton stock and lambs. We are not receiving much of the former. The prices for the entire week have been on about a steady basis. Muttons are going at \$11@12, canners \$5@9, bucks \$8.50@9. A good grade of lambs have sold from \$17.40@17.60, fair to medium lambs \$17@17.40.

## OMAHA

(Special Letter to the National Provisioner.)

Union Stock Yards, Omaha, July 16.

Liberal receipts of cattle has been the order of the day, 24,400 head last week, and for the first half of July supplies have been almost twice as heavy as a year ago. Notwithstanding the liberal offerings of beef, the market has ruled active and strong for anything useful in this line and fair to medium grades showed a 25@40c. advance last week. Choice heavy beefs have been scarce and firm right along and hardly enough range cattle have arrived up to date to furnish any indication as to how they will sell. For both grass beefs and cow stuff however the demand is sufficiently broad to insure a free market at strong figures. Prime confined beefs are still selling as high as \$17.75@18.25 and right choice grass beefs are bringing \$14.75@15.25. Bulk of the useful steers stock is going at a spread of \$13.50@16.50. Outlet for the cows and heifers continued broad and the trend of values upward for the good kind. It is very apparent that an unusually broad outlet exists for the medium to good classes of steer and cow beef at this time. In stockers and feeders the movement has been seasonably small with no great change in prices. Fleishy kinds weighing from 800 pounds upward are quoted strong while plain stock cattle have been bringing lower prices of late on account of the long dry spell and short pastures.

There has been no letup worth noting in receipts or hogs, last week's run being approximately 75,000 head, and the quality of the offerings fully as good as at any time this summer. Demand from both local packers and eastern buyers continued broad and under the influence of lively buying prices have been working higher right along. The advance as compared with a week ago being nearly \$1. Choice light and butcher weight loads are still favored by all classes of buyers and command the best prices, while rough packing hogs as well as the underweight loads continue to sell at bottom figures. With about 16,000 hogs here today the market ruled fully 15@25c. higher, tops brought \$17.65 as against \$16.70 last Tuesday and bulk of the trading was at \$17.25@17.50 as against \$16.40@16.55 a week ago.

The marketing of sheep and lambs has been on a very fair scale for this time of the year and for this reason and partly on account of somewhat depressed markets in the east values for both lambs and aged stock have declined fully 25c. and the undertone to the market does not show very much strength. Fat lambs are quoted at \$17.25@18.25, yearlings \$13@14.00, wethers \$12@13 and ewes \$10.50@12.25.



# ICE AND REFRIGERATION

## NEW CORPORATIONS.

Baltimore, Md.—Asa B. Gardiner, Jr., Albert A. Bleakeney, Howard Campbell and others have incorporated the City Ice Cream Co., 520 N. Calvert street, with a capital of \$400,000.

Kearneysville, W. Va.—E. S. Haller and E. B. Haller, of Kearneysville; Jas. N. White, of Clarksburg, W. Va., and others have incorporated the Kearneysville Creamery Co. Capital, \$10,000.

Maxwelton, Ga.—The Fairview Farms have been organized with Henry E. Watkins as president; Raymond L. Pike, vice-president and general manager; and Thos. C. Law, secretary, and will establish dairy farm. Ice factory, creamery, electric plant, etc., will be erected at a cost of \$35,000.

## ICE NOTES.

Hamburg, Ark.—An ice factory will be erected by W. E. Foote and Alex. Britton.

Houston, Texas.—A dairy building, one story, pressed brick and tile, will be erected by M. C. Oldham.

Clarksburg, W. Va.—A cold storage warehouse, two stories and basement, will be erected by Swift and Company.

Orange, Texas.—The daily capacity of the Orange Ice, Light & Water Co., will be increased by 40 tons.

Danville, Va.—Fire damaged buildings and equipment of the Denville Ice Co. to the extent of \$5,000.

Annapolis, Md.—An addition, which will increase the daily capacity to 75 tons, will be built by Parlett & Parlett.

Beaumont, Texas.—A company with a capital stock of \$75,000 is planned by R. R. Baker, for the purpose of establishing a factory with a capacity of 50 tons of ice daily.

Laredo, Texas.—Roy Campbell, San Antonio, Texas, will erect 44x130 ft. brick building for vegetable pre-cooling. Cost, \$10,000.

Garber, Okla.—The Garber Light & Ice Co., organized by Wm. Musser as president and manager; E. E. Miles, vice-president and H. H. Wilson, secretary, has building, and machinery with a daily capacity of 6 tons has been installed.

## SAVING FUEL IN POWER PLANTS.

State Administrative Engineers of the United States Fuel Administration held a conference in Washington on June 28 and 29, discussing the plan of organization in connection with conservation of fuel in power plants throughout the United States. The engineers appointed to date are: Thomas R. Brown, Pittsburgh, for western half of Pennsylvania, formerly special engineer of Westinghouse Air Brake Company; George R. Henderson, Philadelphia, for eastern half of Pennsylvania, formerly consulting engineer of Baldwin Locomotive Works; Edward N. Trump, New York City, for State of New York, vice-president of Solvay Process Company; W. R. C. Corson, Hartford, for New England, secretary Hartford Steam Boiler Insurance Company; Charles A. Cahill, Milwaukee, for Wisconsin. Others at the conference were: M. S. Hopkins, Columbus, Ohio; O. P. Hood, Bureau of Mines, Pittsburgh; Prof. L. P. Breckenridge, Yale University; H. H. Stock, University of Illinois.

The national programme will extend into all States east of the Mississippi, and include Louisiana, Missouri and Minnesota. An administrative engineer will be appointed for each of the States in the area mentioned.

This plan is the result of conferences with the Federal Administrators and their committees for the group of States which together consume about 70 per cent. of all coal used in the United States, exclusive of railroads. The plan has received the endorsement of all of these States, as well as approval by the United States Bureau of Mines and the Committee of Consulting Engineers on Conservation and Publicity, which represents the Engineering Council of the four National Engineering Societies.

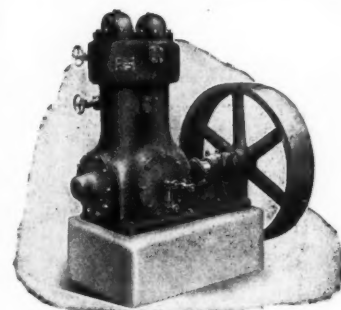
The slogan of the campaign is "Maximum production with minimum waste." The object is to operate all industries at full capacity, but to make every pound of fuel perform maximum service. In laying the foundations for the organization it has been anticipated that this work should become a permanent service of the Government.

It is claimed that 10 to 20 per cent., that is, from 25 to 50 million tons of coal per year, can be saved by correct operation of steam power plants, using their present equipment, and without installation of new apparatus.

It is considered most important that all existing fuel conservation committees, committees of Chambers of Commerce and National Defense, manufacturers' associations and other bodies be continued in full force, and that the co-operation of such organizations be obtained. The administrative engineer in each State will work under the supervision of the present Federal Administrator. No separate or new organization is contemplated, but sufficient addition to the working force in each State will be made to insure efficient execution of the new function.

The national plan comprises certain fundamentals, as follows:

## Food Conservation



The use of Mechanical Refrigeration for the preservation of Food Products of all kinds, is strongly impressed upon us at this time.

From a business standpoint, however, it is as important to prevent spoilage in times of peace as it is in times of war. The slightest deterioration means a loss of profit, and probably the loss of a customer.

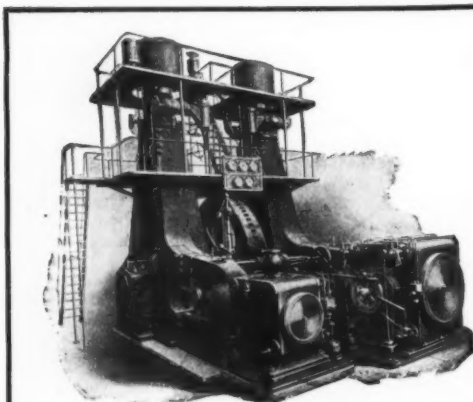
You can safeguard your business against such losses by using a York Mechanical Refrigerating Plant. Our Refrigerating Experts will gladly assist you in selecting the plant best suited for your particular needs.

This is simply a matter of good business—Write us.

## York Manufacturing Co.

(Ice Making and Refrigerating Machinery Exclusively)

YORK, PA.



## WHY not operate your Plant with the highest efficiency and economy.

Write us advising what you have been doing and what additions you have contemplated.

Our Engineering corps will advise you impartially the best type of plant for you to install and what you will need to reach the highest efficiency and lowest costs.

Get our New Fitting Catalog

**Trick Company**  
WAYNESBORO, PA. U.S.A.  
ICE MACHINERY SUPERIOR SINCE 1882

New York, N. Y.

Philadelphia, Pa.

Baltimore, Md.

Pittsburgh, Pa.

Atlanta, Ga.

Dallas, Texas

St. Louis, Mo.

Los Angeles, Cal.

## PURITY IS ESSENTIAL IN AMMONIA

For Refrigerating and Ice Making. Because nothing will reduce the profits of your plant so surely as Ammonia laden with organic impurities.

## BOWER BRAND ANHYDROUS AMMONIA

is made from pure Aqua Ammonia of our own production, thoroughly refined and purified. Send for Free Book and Calendar.

**Henry Bower Chemical Manufacturing Co.,** 29th Street and Gray's Ferry Road  
PHILADELPHIA, PA.

*Specify Bower Brand Anhydrous Ammonia which can be obtained from the following:*

ATLANTA—M. & M. Warehouse Co.  
BALTIMORE—Wernig Moving, Hauling & Stge. Co., 100 W. Lombard St.  
BOSTON—G. W. Goerner, 49 Central St.  
BUFFALO—Keystone Warehouse Co.  
JACKSONVILLE—St. Elmo W. Acosta.

NEWARK—American Oil & Supply Co.  
NEW YORK—Roessler & Hasslacher Chemical Co., 100 William St.  
NORFOLK—Henry Bower Chemical Mfg. Co., Agency, Cor. Front and First Sts.  
PHILADELPHIA—Henry Bower Chemical Mfg. Co.

PITTSBURGH—Penna. Transfer Company, Duquesne Freight Station.  
PROVIDENCE—Rhode Island Warehouse Co.  
RICHMOND—Bowman Transfer & Stge. Co.  
ROCHESTER—Rochester Carting Co.  
TOLEDO—Moreton Truck & Storage Co.  
WASHINGTON—Littlefield, Alvord & Co.

1—Personal inspection of every power plant in the country.

2—Classification and rating of every power plant, based upon the thoroughness with which owner of said plant conforms to recommendations.

3—Responsibility of rating the plants will fall upon the Administrative Engineer in each State; the rating to be based upon reports of inspectors, who will not express opinions, but will collect definite information. The State Fuel Administrator in his judgment may entirely or partially shut off the supply of coal to any needlessly wasteful plant in his territory.

4—Inspectors are to be furnished from one or more of the following sources: Inspectors of the steam boiler insurance companies; state factory inspectors; engineering students from technical colleges; volunteers and others.

The ratings will be based upon recorded answers to questions, each of which will be given a value depending upon its relative importance to the other questions. Depending upon the efficiency of methods in use in any plant, it may be rated in Class 1, 2, 3 or 4.

The Administrative Engineer in each State will have supervision of electrical and mechanical problems connected with fuel conservation activities contemplated under this plan.

The ratings will be based upon existing equipment. The difficulty, delay and expense involved in the installation at this time of improved power equipment is fully recognized; but experience has proved that 10 to 20 per cent. of fuel now used in power plants can be saved by improvements in operation alone.

In advance of the first inspection a questionnaire is being sent to every power plant in each district, with notice to the owner that within, say, sixty days his plant will be inspected personally, and the questionnaire will be checked up by the inspector upon his visit. This action will give a reasonable time to any plant owner to improve the operation of his plant and conform to recommendations before his plant is actually rated. Thus, when the inspector calls for the purpose of obtaining and checking up the information form, the plant may receive a much higher rating than would have been the case if no time were allowed between the sending and collecting of the questionnaire.

It is recommended that a board of competent engineers be attached to the conservation committee in each State; also a corps

of lecturers to arouse public interest and disseminate engineering information.

The Fuel Administration has prepared a fifty-minute film of moving pictures showing good and bad operation in the steam boiler plant, methods of testing boilers, etc. These pictures will be available to each State in connection with its educational propaganda.

The Administration is also preparing a series of official bulletins on engineering phases of steam and fuel economics. Some of these are now ready for printing. They will include:

Boiler and furnace testing, flue gas analysis, saving steam in heating systems, boiler room accounting systems, saving steam and fuel in industrial plants, burning fine sizes of anthracite, boiler water treatment, oil burning and stoker operation.

In addition to this service, a list has been prepared in Washington of competent engineers for each State and is available for use of each local Administration. As the work develops, still further constructive assistance is contemplated for helping owners to bring their plants up to a high plane of economic operation.

### MEATS, POULTRY AND PRODUCE IN COLD STORAGE.

A summary of storage holdings of frozen and cured meats on July 1, 1918, as reported to the Bureau of Markets of the United States Department of Agriculture, is as follows:

Total Holdings July 1, 1918.		Comparison of Holdings—			
No. of Stor- ages Re- porting.	Pounds.	No. of Stor- ages Re- porting.	Pounds.	July 1, 1917. Pounds.	Increase or Decrease (Per cent.)
Frozen beef.....	366 165,490,919	328 109,353,514	163,219,536	—49.3	
Cured beef.....	362 23,444,557	330 35,679,158	23,151,585	—35.1	
Lamb and mutton.....	203 3,489,275	173 4,380,373	3,149,321	—28.1	
Frozen pork.....	348 116,236,993	320 91,562,278	112,045,033	—22.4	
D. S. pork.....	470 387,600,917	436 224,812,596	385,181,429	—71.3	
S. P. pork.....	542 367,431,394	517 412,810,182	358,122,273	—13.2	
Lard.....	587 102,267,071	547 93,388,947	100,387,976	—7.5	

Summary of storage holdings of frozen poultry on July 1, 1918:

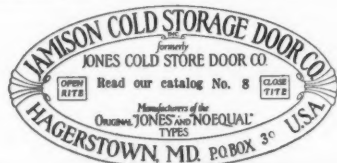
Total Holdings July 1, 1918.		Comparison of Holdings—			
No. of Stor- ages Re- porting.	Pounds.	No. of Stor- ages Re- porting.	Pounds.	July 1, 1917. Pounds.	Increase or Decrease (Per cent.)
Broilers.....	195 1,315,095	149 4,359,791	382,732	—91.2	
Roasters.....	192 2,320,469	152 6,634,972	682,376	—89.7	
Fowls.....	217 4,264,043	171 3,786,614	1,596,524	—57.8	
Turkeys.....	204 4,233,947	153 4,381,671	1,111,710	—74.6	
Miscellaneous.....	242 5,802,117	190 23,189,668	2,668,508	—88.5	
Total poultry.....	292 17,935,671	239 42,352,716	6,441,850	—84.8	

Summary of storage holdings of frozen poultry on July 1, 1917:

Total Holdings July 1, 1917.		Comparison of Holdings—			
No. of Stor- ages Re- porting.	Pounds.	No. of Stor- ages Re- porting.	Pounds.	July 1, 1916. Pounds.	Increase or Decrease (Per cent.)
Broilers.....	108 3,697,010	66 174,898	1,520,929	—769.6	
Roasters.....	107 5,066,335	63 342,450	2,327,082	—579.5	
Fowls.....	118 1,963,771	74 378,293	1,247,581	—229.8	
Turkeys.....	117 3,743,868	70 253,489	1,641,256	—547.5	
Miscellaneous.....	161 39,715,993	102 5,066,542	29,294,821	—478.2	
Total poultry.....	218 54,186,977	144 6,215,672	36,031,669	—479.7	

Summary of storage holdings of dairy products and eggs on July 1, 1918:

Total Holdings July 1, 1918.		Comparison of Holdings—			
No. of Stor- ages Re- porting.	Pounds.	No. of Stor- ages Re- porting.	Pounds.	July 1, 1917. Pounds.	Increase or Decrease (Per cent.)
Creamery butter.....	419 49,389,491	386 49,981,732	47,436,912	—5.1	
P. S. butter.....	138 4,769,409	104 1,161,399	3,343,680	—187.9	
American cheese.....	493 32,908,952	454 34,159,210	30,839,705	—9.7	
Case eggs.....	483 6,569,946	462 6,560,268	6,501,860	—0.9	
Frozen eggs.....	200 13,021,789	176 13,397,699	12,054,533	—10.0	
Total.....	1,733 106,659,587	1,582 105,260,308	100,176,690		



# Chicago Section

Board of Trade memberships are selling around \$5,000 net to the buyer.

Don't fool yourself. "Fifty-fifty" may mean 50 cents to you and \$50 to the other guy!

'Twould seem 'twere better to be born a Wilson than to inherit great riches—Wot?

Latest reports would indicate Salt Peter is sadly short of help; and the nether world oversubscribed.

Laurence H. Armour has recently been promoted from the rank of captain to that of major in the army.

Two towns our lads want to see—Berlin and Vienna—and they'll get there if they have to "blind baggage" it.

Hindenburg is dead again and Russian Government (?) is operating on 8-hour shifts; new crew every 8 hours!

Not only is Chicago heading for "drydom," but will also have its water measured out to it. Now will you be good?

Swift & Company's sales of beef in Chicago for the week ending Saturday, July 13, 1918, averaged for domestic beef 18.18 cents per pound.

That little saw, "a little nonsense now and then is relished by the best of men,"

fails to amuse the defendant in a breach of promise case.

We don't always disagree with Chauncey von Hertling. For instance, he says Germany will not keep Belgium, an' we say—"Kereet, Hertly, old sox!"

"Never kick a fly in the eye and sprain a leg," some poet or other ejaculated. And we should add, in all seriousness: Don't! Such would be the featherweight of light occupations.

Apropos of Government ownership of packing houses—it will not be if the politician has the say-so. Whoever heard of him short-changing himself? Not guilty! Never was and never will be—forever and ever. Amen.

The way people are "taking to things" erstwhile annoying, repugnant, imposing, et al. augurs well for said people going so far as to consider taxation and prompt payment thereof, in full to be an honor. Going some!

The death of Thorwald Johnson, president of the T. Johnson Company, the well-known cooperage house, took place on July 2. Mr. Johnson was a well-known figure in this field and his death was a shock to a wide circle of friends.

There is nothing awe-inspiring about the U. S. Government or any legislator, and both are amenable to reason. An honest

man can face any man, in any position, anywhere, any time. Who has he to be afraid of, excepting his Maker?

Frank A. Luchsinger, manager of Swift & Company's plant at Moultrie, Ga., was in Chicago during the week on his vacation. Considering his residence for some time past in the torrid zone he looks as healthy as ever, and surely as hearty.

The John Agar Company has sold a tract of land near its plant in the stock yards district to the William Davies Co., Ltd., who are preparing plans for a cold storage plant to cost nearly a million dollars. This is one of the biggest deals that has taken place in some time.

William S. Dunderdale, upon the recommendation of the Commanding General, American Expeditionary Forces in France, has been appointed by the Secretary of War to be a Second Lieutenant of Engineers, with rank from June 20, 1918. It runs in the family!

"The man who spends his time sitting on a nail keg at the grocery store ranks as a producer with the hen that sits on a door knob, except that she is honest in her intentions," says J. L. Taylor. Yep, J. L., that's so; but haven't we got a "work or fight" order now that's likely to put these nail kegs out o' business?

There is a distinctive difference between antagonism and dislike. Antagonism may exist without containing a particle of dislike. To tell most people the truth about themselves, of reprehensible acts and expressions in particular, is to earn their everlasting, unforgiving dislike. Be diplomatic! Gotta be.

## John Agar Co.

Union Stock Yards CHICAGO, ILL.

Packers and Commission Slaughterers

Beef, Pork and Mutton

Members of the American Meat Packers' Association

## THE STADLER ENGINEERING CO.

ARCHITECTS AND ENGINEERS

Specialists in Abattoirs, Packing Houses, Garbage Reduction Plants and Cold Storage Warehouses. Chas. Stadler, Chief Engr. For 12 years chief supervisor with Sulzberger & Sons Co. (Wilson & Co.) Room 943, Webster Building, Chicago, Ill.

## H. C. GARDNER F. A. LINDBERG

GARDNER & LINDBERG

ENGINEERS

Mechanical, Electrical, Architectural  
Specialties: Packing Plants, Cold Storage, Manufacturing Plants, Power Installations, Investigations.  
1134 Marquette Bldg. CHICAGO

## LEON DASHEW

Counselor At Law

320 Broadway, New York

Phones: Worth 2914-5.

### References:

Armour and Company	Joseph Stern & Sons,
The Cudahy Packing	Inc.
Co.	Manhattan Veal &
Rosebrock Butter &	Mutton Co.
Egg Co., Inc.	
New York Butchers	United Dressed Beef
Dressed Meat Co.	Co.

## PACKERS ARCHITECTURAL & ENGINEERING CO.

WM. H. KNEHANS, Chief Engineer

ABATTOIR PACKING & COLD STORAGE PLANTS

Manhattan Building, Chicago Ill.

Cable Address, Pacapco

## H. P. Henschien R. J. McLaren

HENSCHEN & McLAREN

Architects

Old Colony Bldg. Chicago, Ill.  
PACKING PLANTS AND COLD STORAGE  
CONSTRUCTION.

**INSULATION  
MUST BE GOOD TO OBTAIN  
SATISFACTORY RESULTS**

"AND YOU CAN'T BEAT CORK!"

THAS A FACK!—BRACK an MACK

OUR BOOKLET WILL INTEREST YOU

WRITE US! **THE UNION INSULATING CO., Great Northern Building, CHICAGO**



# ANHYDROUS SUPREME AMMONIA

**"EVERY OUNCE ENERGIZES"**  
**NH<sub>3</sub>**

Used by most of the leading packers throughout the United States.

**SUPREME** means pure, dry, highest quality anhydrous ammonia.

Less power and less coal = less expense.

Better refrigeration and more satisfaction = greater efficiency.

*All parties desiring to use our Supreme Brand Anhydrous Ammonia for the purpose of food preservation and ice making should write us at once asking that their names be placed on the 1918 list.*

**MORRIS & COMPANY**

**Chicago, Union Stock Yards**

## CHICAGO PACKING COMPANY

### Beef and Pork Packers

Boneless Beef Cuts

Sausage Materials

Commission Slaughterers

U. S. GOVERNMENT INSPECTION

Correspondence Solicited

**UNION STOCK YARDS  
CHICAGO**

Established 1877

### W. G. PRESS & CO.

175 W. Jackson Bl'vd, Chicago

**PORK, LARD, SHORTRIBS**

*For Future Delivery*

**GRAIN** Correspondence Solicited **STOCKS**

### NEW BEEF KILLING FLOOR.

When one walks up Spring Garden avenue in Pittsburgh, one can hardly realize the wonderful change which has been made in the plant of the Sun Packing Co. Those who have known the plant before the fire find it difficult to recognize it, as an entirely new, attractive-looking front has been put up, giving it a very elegant appearance. A new beef-killing floor has also been installed in addition to the new hog-killing department, which was installed recently. All the machinery for these departments has been furnished by the Brecht Company, packing house machinery headquarters, St. Louis, New York and Chicago.

Want a position? Watch page 48.

## BONE CRUSHERS



## WILLIAMS

Williams Bone Crushers and Grinders are not alone suitable for grinding bone for fertilizer purposes, they are also suitable for crushing bone for glue and case hardening purposes. Every packer having to dispose of his bone whether Green, Raw, or Junk and Steamed bone, will do well to get in touch with Williams.

Williams machines are also suitable for Tankage, Cracklings, Beef Scrap, Oyster and Clam Shells, and any other material found around the packing plant requiring crushing or grinding.

*Send for catalog No. 9*

### THE WILLIAMS PAT. CRUSHER & PULVERIZER CO.

General Sales Dept., Old Colony Bldg.

Works:  
ST. LOUIS

**CHICAGO**

67 Second St.  
SAN FRANCISCO

## WORTHEN, TROTT & SULLIVAN

200 Produce Exchange  
New York, N. Y.

successors to M. FRANKFORT, established 1884

**BROKERS AND COMMISSION MERCHANTS**

OLEO OIL—OLEO STOCK—NEUTRAL LARD—COTTON OIL—OLEO STEARINE  
COCOANUT OIL

United States Food Administration License Number G-92991

Watch our "Wanted and For Sale" Page for Business Chances

## CHICAGO LIVE STOCK

## RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Monday, July 8.....	16,918	1,872	32,158	16,966
Tuesday, July 9.....	13,346	2,929	41,680	10,208
Wednesday, July 10.....	8,070	1,094	17,877	8,284
Thursday, July 11.....	13,908	5,858	31,964	15,587
Friday, July 12.....	7,284	1,202	17,213	12,433
Saturday, July 13.....	3,960	90	7,270	9,617
Total last week.....	63,466	13,045	148,162	72,075
Previous week.....	53,762	12,125	136,002	64,623
Year ago.....	45,942	10,996	133,077	58,873
Two years ago.....	45,952	10,539	139,935	79,319

## SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Monday, July 8.....	2,954	55	3,040	1,216
Tuesday, July 9.....	3,353	136	3,022	2,034
Wednesday, July 10.....	448	18	1,654	235
Thursday, July 11.....	3,602	207	1,394	2,568
Friday, July 12.....	1,265	5	1,440	1,049
Saturday, July 13.....	61	...	333	845
Total last week.....	12,173	421	10,592	7,947
Previous week.....	11,054	165	5,000	8,741
Year ago.....	11,695	48	16,104	4,579
Two years ago.....	411,345	123	7,941	3,905

## TOTALS FOR YEAR TO DATE.

	1918.	1917.
Cattle.....	1,759,599	1,444,979
Hogs.....	4,905,089	4,450,089
Sheep.....	1,694,334	1,728,776

## Combined receipts at eleven points:

Week ending July 15, 1918.....	600,000
Previous week.....	462,000
Cor. week, 1917.....	505,000
Cor. week, 1915.....	523,000
Cor. week, 1913.....	338,000
Total year to date.....	17,682,000
Same period, 1917.....	15,640,000
Same period, 1916.....	17,266,000
Same period, 1915.....	15,236,000

## Combined receipts at seven points for 1917 to July 15, 1918, and the same period a year ago:

	Cattle.	Hogs.	Sheep.
This week.....	214,000	459,000	170,000
Previous week.....	165,000	370,000	150,000
1917.....	158,000	401,000	156,000
1916.....	133,000	417,000	168,000
1915.....	138,000	253,000	145,000

## TOTALS FOR YEAR TO DATE.

## Combined receipts at seven points for 1918 to date and the corresponding period of 1917 and 1916:

	Cattle.	Hogs.	Sheep.
1918.....	5,514,000	14,369,000	4,366,000
1917.....	4,637,000	12,967,000	4,511,000
1916.....	3,892,000	14,165,000	4,936,000

## CHICAGO PACKERS' HOG SLAUGHTER.

Armour & Co.....	22,300
Anglo-American.....	8,800
Swift & Co.....	21,100
Hammond Co.....	13,200
Morris & Co.....	11,000
Wilson & Co.....	15,100
Boyd-Lambert.....	7,000
Western P. Co.....	8,500
Roberts & Oak.....	6,000
Miller & Hart.....	4,200
Independent Packing Co.....	5,200
Brennan Packing Co.....	5,400
Others.....	12,200
Totals.....	140,300
Previous week.....	123,900
Year ago.....	124,300

## WEEKLY AVERAGE PRICE OF LIVE STOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
This week.....	\$16.00	\$17.20	\$12.25	\$18.70
Previous week.....	15.50	16.75	12.00	18.60
Cor. week, 1917.....	12.30	15.15	8.75	15.50
Cor. week, 1916.....	9.35	9.90	7.20	10.75
Cor. week, 1915.....	9.35	7.25	5.75	8.85
Cor. week, 1914.....	9.10	8.90	5.40	8.80
Cor. week, 1913.....	8.25	9.15	4.50	7.55
Cor. week, 1912.....	7.55	7.57	4.25	7.05
Cor. week, 1911.....	6.30	6.66	4.00	6.35

## CATTLE.

Choice to fancy steers.....	\$16.50@18.10
Good to choice steers.....	15.50@16.50
Plain to good steers.....	11.50@15.50
Yearlings, good to choice.....	11.00@17.50
Stockers and feeders.....	8.50@13.00
Good to prime cows.....	9.50@13.50
Fair to prime heifers.....	10.00@14.50
Fair to good cows.....	8.00@9.50
Canners.....	6.50@7.90
Cutters.....	7.75@8.25

Bologna bulls.....	9.00@9.75
Butcher bulls.....	9.75@12.00
Heavy calves.....	9.00@11.00
Veal calves.....	15.75@16.75

## HOGS.

Prime light butchers.....	\$17.80@18.15
Fair to good light.....	17.40@18.10
Medium wt. butchers, 225-250 lbs.....	17.70@18.10
Heavy wt. butchers, 260-450 lbs.....	17.50@17.90
Choice packers.....	17.40@17.90
Rough and heavy packing.....	17.00@17.35
Pigs, fair to good.....	16.00@17.00
Stags (subject to 70 lbs. dockage).....	15.00@17.00

## SHEEP.

Western lambs, good to choice.....	\$18.00@18.75
Native lambs, good to choice.....	17.75@18.50
Yearlings.....	15.00@17.00
Wethers, good to choice.....	12.00@14.00
Ewes, fair to choice.....	11.00@13.00

## CHICAGO PROVISION MARKETS

## Range of Prices.

## SATURDAY, JULY 13, 1918.

	Open.	High.	Low.	Close.
PORK—(Per bl.)—				
July.....	\$44.50	\$44.70	\$44.50	\$44.70
September.....	45.20	45.30	45.00	45.20
LARD—(Per 100 lbs.)—				
July.....	26.15	26.15	26.07	26.10
September.....	26.27	26.30	26.27	26.15
RIBS—(Boxed, 25c. more than loose)—				
July.....	24.75	24.75	24.67	24.25
September.....	24.77	24.77	24.57	24.67

## MONDAY, JULY 15, 1918.

PORK—(Per bl.)—				
July.....	45.00	45.00	44.70	44.70
September.....	45.45	45.50	45.45	45.50
LARD—(Per 100 lbs.)—				
July.....	26.15	26.15	26.15	26.20
September.....	26.17	26.25	26.15	26.25
RIBS—(Boxed, 25c. more than loose)—				
July.....	24.30	24.37	24.30	24.37
September.....	24.67	24.75	24.65	24.75

## TUESDAY, JULY 16, 1918.

PORK—(Per bl.)—				
July.....	45.00	45.00	44.80	44.80
September.....	45.20	45.20	45.00	45.00
LARD—(Per 100 lbs.)—				
July.....	26.15	26.15	26.15	26.15
September.....	26.15	26.17	26.15	26.15
RIBS—(Boxed, 25c. more than loose)—				
July.....	24.35	24.35	24.30	24.30
September.....	24.70	24.70	24.60	24.62

## WEDNESDAY, JULY 17, 1918.

PORK—(Per bl.)—				
July.....	45.25	45.25	45.25	45.25
September.....	45.30	45.35	45.25	45.35
LARD—(Per 100 lbs.)—				
July.....	26.20	26.25	26.15	26.15
September.....	26.15	26.30	26.15	26.25
RIBS—(Boxed, 25c. more than loose)—				
July.....	24.67	24.90	24.67	24.40
September.....	24.67	24.90	24.72	24.72

## THURSDAY, JULY 18, 1918.

PORK—(Per bl.)—				
July.....	45.30	45.30	45.30	45.30
September.....	45.30	45.50	45.27	45.40
LARD—(Per 100 lbs.)—				
July.....	26.15	26.15	26.15	26.20
September.....	26.27	26.30	26.22	26.22
RIBS—(Boxed, 25c. more than loose)—				
July.....	24.75	24.80	24.72	24.45
September.....	24.77	24.80	24.72	24.75

## FRIDAY, JULY 19, 1918.

PORK—(Per bl.)—				
July.....	45.35	45.35	45.35	45.25
September.....	45.35	45.35	45.35	45.35
LARD—(Per 100 lbs.)—				
July.....	26.15	26.15	26.15	26.15
September.....	26.20	26.30	26.20	26.22
RIBS—(Boxed, 25c. more than loose)—				
July.....	24.42	24.42	24.42	24.42
September.....	24.75	24.82	24.72	24.72

†Bid. ‡Asked.

## CHICAGO RETAIL FRESH MEATS.

(Corrected weekly by Pollack Bros., 41st and Halsted Streets.)

## Beef.

Native Rib Roast.....	35	@40
Native Sirloin Steaks.....	35	@40
Native Porterhouse Steaks.....	40	@40
Native Pot Roasts.....	25	@30
Rib Roasts from light cattle.....	25	@30
Beef Stew.....	18	@26
Boneless Corned Briskets, Native.....	25	@30
Corned Rumps, Native.....	25	@30
Corned Ribs.....	20	@22
Corned Flanks.....	20	@22
Round Steaks.....	25	@36
Round Roasts.....	25	@30
Shoulder Roasts.....	25	@28
Shoulder Neck End, Trimmed.....	22	@25

## Lamb.

Hind Quarters, fancy.....	35	@45
Fore Quarters, fancy.....	30	@38
Legs, fancy.....	35	@38
Stew.....	20	@25
Chops, shoulder, per lb.....	30	@32
Chops, rib and loin, per lb.....	40	@45
Chops, French, each.....	45	@45

## Mutton.

Legs.....	22	@25
Stew.....	16	@18
Shoulders.....	22	@22
Shoulder Steaks.....	24	@25
Hind Quarters.....	25	@28
Fore Quarters.....	18	@22
Rib and Loin Chops.....	30	@35
Shoulder Chops.....	25	@28

## Pork.

Pork Loin.....	30	@32
Pork Chops.....	30	@35
Pork Shoulders.....	25	@25
Pork Tenders.....	25	@25
Pork Butts.....	25	@25
Spare Ribs.....	20	@18
Hocks.....	20	@20
Pigs' Heads.....	18	@18
Leaf Lard.....	30	@30

## Veal.

Hind Quarters.....	25	@30
Fore Quarters.....	16	@20
Legs.....	25	@25
Breasts.....	20	@25
Shoulders.....	20	@25
Cutlets.....	40	@40
Rib and Loin Chops.....	30	@35

## Butchers' Offal.

Suet.....	@18
Tallow.....	@7
Bones, per cwt.....	@14
Calfskins, 8 to 15 lbs.....	@38
Calfskins, under 18 lbs. (decrease).....	@75
Klips.....	@22
Heavy calves.....	12.00@16.00
Veal calves.....	20.00@23.00

## STERNE &amp; SON CO.

## Just Brokers

Tallow, Grease, Stearine  
Animal and Vegetable Fats and Oils.  
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## POELS &amp; BREWSTER, Inc.

Produce Exchange Bldg., New York

## Import Agents

Hides, Skins, Pickled Pelts,  
Wool, Tallow and Casings

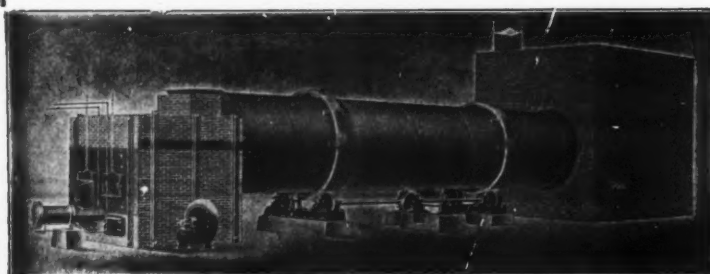
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Dealers in

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Manufacturers of  
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Economical—Efficient  
—Great CapacitySAVING IN LABOR ALONE IN ONE YEAR WILL  
OFFSET COST TO INSTALLFor Tankage, Blood, Bone, Fertilizer, all Animal and  
Vegetable Matter. Installed in the largest packing-  
houses, fertilizer and fish reduction plants in the  
world. Material carried in stock for standard sizes.

Send for Catalogue T. B.

## American Process Co.

68 William St. - - New York

## CHICAGO MARKET PRICES

## WHOLESALE FRESH MEATS.

Carcass Beef.	
Prime native steers	24 1/2 @ 25 1/2
Good native steers	23 1/2 @ 24 1/2
Native steers, medium	22 @ 23
Helfers, good	20 @ 21
Cows	14 @ 17
Hind Quarters, choice	16 @ 17
Fore Quarters, choice	20 @ 20

Beef Cuts.	
Beef Tenderloins, No. 1.	@ 45
Beef Tenderloins, No. 2.	@ 42
Steer Loins, No. 1.	@ 35
Steer Loins, No. 2.	@ 34
Steer Short Loins, No. 1.	@ 47 1/2
Steer Short Loins, No. 2.	@ 43 1/2
Steer Loin Ends (hops)	@ 34
Steer Loin Ends, No. 2.	@ 32
Cow Short Loins	16 1/2 @ 25 1/2
Cow Loin Ends (hops)	@ 25
Cow Loins	@ 18
Sirloin Butts, No. 3.	@ 30
Strip loins No. 3.	@ 25
Steer Ribs, No. 1.	@ 30
Steer Ribs, No. 2.	@ 28
Cow Ribs, No. 1.	@ 23 1/2
Cow Ribs, No. 2.	@ 20 1/2
Cow Ribs, No. 3.	@ 16 1/2
Rolls	@ 28
Steer Rounds, No. 1.	@ 28
Steer Rounds, No. 2.	@ 25
Cow Rounds	16 1/2 @ 17 1/2
Flank Steak	@ 26
Rump Butts	@ 17
Steer Chucks, No. 1.	@ 24
Steer Chucks, No. 2.	@ 23
Cow Chucks	@ 14 1/2
Boneless Chucks	@ 21
Steer Plates	@ 18 1/2
Medium Plates	@ 17
Briskets, No. 1	@ 20
Briskets, No. 2	@ 17
Shoulder Cuts	@ 25
Steer Navel Ends	@ 16
Cow Navel Ends	@ 15
Fore Shanks	12 1/2 @ 13
Hind Shanks	@ 9 1/2
Hanging Tenderloins	@ 20
Trimnings	@ 19 1/2

Beef Product.	
Brains, per lb.	10 1/2 @ 11
Hearts	11 1/2 @ 12
Tongues	19 @ 24
Sweetbreads	23 @ 25
Ox Tail, per lb.	9 @ 11
Fresh prime, plain	@ 7
Fresh Tripe, H. C.	9 @ 9 1/2
Livers	10 1/2 @ 11 1/2
Kidneys, per lb.	@ 7

Veal.	
Heavy Carcass, Veal	17 1/2 @ 19 1/2
Light Carcass	22 @ 24 1/2
Good Carcass	25 @ 26 1/2
Good Saddle	23 @ 25
Medium Racks	@ 14
Good Racks	19 @ 20

Veal Product.	
Brains, each	10 1/2 @ 11
Sweetbreads	20 1/2 @ 40
Calf Livers	23 @ 25

Lamb.	
Good Caul Lambs	@ 28
Round Dressed Lambs	@ 31
Saddles, Caul	@ 30
R. D. Lamb Fores	@ 28
Caul Lamb Fores	@ 27
R. D. Lamb Saddles	@ 33
Lamb Fores, per lb.	18 @ 20
Lamb Tongues, each	@ 4
Lamb Kidneys, per lb.	@ 25

Mutton.	
Medium Sheep	@ 25
Good Sheep	@ 28
Medium Saddles	@ 28
Good Saddles	@ 30
Good Fores	@ 24
Medium Racks	@ 24
Mutton Legs	@ 30
Mutton Loins	@ 33
Mutton Stew	@ 20
Sheep Tongues, each	@ 4
Sheep Heads, each	11 1/2 @ 12

Fresh Pork, Etc.	
Dressed Hogs	@ 25 1/2
Pork Loins	@ 29
Leaf Lard	@ 26 1/2
Tenderloins	@ 38
Spare Ribs	@ 14
Butts	@ 24 1/2
Hocks	@ 17
Trimnings	@ 16
Extra Lean Trimnings	@ 20
Tails	@ 15 1/2
Snouts	@ 11 1/2
Pigs' Feet	@ 13 1/2
Pigs' Heads	@ 9
Blade Bones	@ 18
Blade Meat	@ 15
Cheek Meat	@ 4
Hog Livers, per lb.	@ 6
Neck Bones	@ 22
Skinned Shoulders	@ 12
Pork Hearts	@ 9
Pork Kidneys, per lb.	@ 23
Pork Tongues	@ 10
Slop Bones	@ 10
Tail Bones	10 1/2 @ 11 1/2
Brains	@ 20 1/2
Backfat	@ 29
Hams	@ 23
Calas	@ 36
Beliles	@ 36

## SAUSAGE.

Columbia Cloth Bologna	@ 17
Bologna, large, long, round, in casings	@ 16 1/2
Choice Bologna	@ 17 1/2
Frankfurters	@ 23
Liver, with beef and pork	@ 15
Tongue and blood	@ 21
Minced Sausage	@ 19
New England Style Luncheon Sausage	@ 21 1/2
Prepared Luncheon Sausage	@ 21 1/2
Special Compressed Sausage	@ 21
Berliner Sausage	@ 21
Oxford Lean Butts	@ 34 1/2
Polish Sausage	@ 20
Garlic Sausage	@ 20 1/2
Country Smoked Sausage	@ 19
Country sausage, fresh	@ 21 1/2
Pork Sausage, bulk or link	@ 20 1/2
Pork Sausage, short link	@ 21
Boneless lean butts in casings	@ 23
Luncheon Roll	@ 22 1/2
Delicatessen Loaf	@ 20
Jellied Roll	@ 20

## Summer Sausage.

D'Arles, new goods	@ 35 1/2
Beef casing salami	@ 35
Italian salami (new goods)	@ 38
Holsteiner	@ 30 1/2
Metwurst	@ 31 1/2
Farmer	@ 32 1/2
Cervelat, new	@ 40 1/2

## Sausage in Brine.

Bologna, kits	@ 2.30
Bologna, 1/2 @ 1/2	3.00 @ 10.50
Pork, link, kits	@ 2.50
Pork, links, 1/2 @ 1/2	3.30 @ 11.55
Polish sausage, kits	@ 2.50
Polish sausage, 1/2 @ 1/2	3.45 @ 12.00
Frankfurts, kits	@ 2.00
Frankfurts, 1/2 @ 1/2	3.00 @ 12.75
Blood sausage, kits	@ 2.30
Blood sausage, 1/2 @ 1/2	2.10 @ 11.50
Liver sausage, kits	@ 2.50
Liver sausage, 1/2 @ 1/2	3.30 @ 11.00
Head cheese, kits	@ 2.45
Head cheese, 1/2 @ 1/2	3.25 @ 11.25

## VINEGAR PICKLED GOODS.

Pickled Pigs' Feet, in 337-lb. barrels	\$14.50
Pickled Plain Tripe, in 200-lb. barrels	13.80
Pickled H. C. Tripe, in 200-lb. barrels	16.00
Pickled Ox Lips, in 200-lb. barrels	—
Pickled Pork Snouts, in 200-lb. barrels	—
Sheep Tongues, Short Cut, barrels	69.50

## CANNED MEATS.

	Per doz.
Corned, boiled and roast beef, No. 1/2	—
Corned, boiled and roast beef, No. 1.	4.50
Corned, boiled and roast beef, No. 2.	9.00
Corned, boiled and roast beef, No. 6.	—
Corned beef hash, No. 1/2	1.50
Corned beef hash, No. 1.	—
Hamburger steak and onions, No. 1/2	—
Hamburger steak and onions, No. 1.	—
Vienna Sausage, No. 1/2	1.30
Vienna Sausage, No. 1.	3.10

## EXTRACT OF BEEF.

	Per doz.
2-oz. jars, 1 doz. in case	\$2.75
4-oz. jars, 1 doz. in case	5.00
8-oz. jars, 1/2 doz. in case	9.25
16-oz. jars, 1/2 doz. in case	17.50

## BARRELLED BEEF AND PORK.

Extra Plate Beef, 200-lb. barrels	@ 40.00
Plate Beef	@ 39.00
Prime Mess Beef	@ 40.00
Mess Beef	@ 39.00
Reef Hams (220 lbs. to bbl.)	—
Rump Butts	@ 42.00
Mess Pork	@ 48.00
Clear Fat Backs	@ 52.00
Family Back Pork	@ 48.00
Bean Pork	@ 37.50

## LARD.

Pure lard, kettle rendered, per lb. tes	@ 28 1/2
Pure lard	@ 27 1/2
Lard, substitute, tes	@ 23 1/2
Lard compounds	@ 23 1/2
Cooking oil, per gal., in barrels	@ 21 1/2
Cooks' and bakers' shortening tubs	@ 27 1/2
Barrels, 1/2 c. over tierces, half barrels, 1/2 c. over tierces; tubs and pails, 10 to 50 lbs., 1/4 c. to 1 c. over tierces	—

## BUTTERINE.

1 to 6, natural color, solids, f. o. b. Chicago	26 1/2 @ 28
Cartons, rolls or prints, 1 lb.	@ 31
Cartons, rolls or prints, 2 @ 5 lbs.	@ 30 1/2
Shortenings, 30 @ 60 lb. tubs	@ 22
Nut margarine, prints, 1 lb.	29 @ 30

## DRY SALT MEATS.

(Roast, Tongue are 1/4 c. less.)	
Clear Bellies, 14 @ 16 avg.	@ 27.15
Clear Bellies, 18 @ 20 avg.	@ 27.15
Rib Bellies, 20 @ 25 avg.	@ 26.75
Fat Backs, 10 @ 12 avg.	@ 25.30
Fat Backs, 14 @ 16 avg.	@ 25.30
Shortenings, 30 @ 60 lb. tubs	@ 25.30
Extra Short Cuts	@ 25.70
Extra Short Ribs	@ 25.00
Butts	@ 18.30

## WHOLESALE SMOKED MEATS.

Hams, 12 lbs., avg.	@ 32
Hams, 16 lbs., avg.	@ 30 1/2
Skinned Hams	@ 32 1/2
Calas, 4 @ 6 lbs., avg.	@ 24 1/2
Calas, 6 @ 12 lbs., avg.	@ 22 1/2
New York Shoulders, 8 @ 12 lbs., avg.	@ 26 1/2
Breakfast Bacon, fancy	@ 48
Dried Beef Sets	@ 40
Wide, 10 @ 12 avg., and strip, 5 @ 6 avg.	@ 38 1/2
Wide, 5 @ 6 avg., and strip, 8 @ 4 avg.	@ 41

Rib Bacon, wide, 8 @ 12 avg., and strip, 4 @ 6 avg.	@ 31
Dried Beef Inside	@ 42
Dried Beef Knuckles	@ 39
Dried Beef Outsides	@ 38 1/2
Skinned Boiled Hams	@ 42
Regular Boiled Hams	@ 41 1/2
Boiled Calas	@ 35
Cooked Loin Rolls	@ 43
Cooked Rolled Shoulder	@ 35

## SAUSAGE CASINGS.

F. O. B. CHICAGO.	
Beef rounds, per set	@ 14
Beef export rounds	@ 18
Beef middles, per set	@ 26
Beef bungs, per piece	@ 14
Beef weasands	@ 2 1/2
Beef bladders, medium	@ 00
Beef bladders, small, per doz.	@ 95
Hog casings, free of salt, regular	@ 95
Hog casings, f. o. b., extra narrow	—
Hog middles, per set	@ 20
Hog bungs export	@ 21
Hog bungs, large	@ 12
Hog bungs, medium	@ 8
Hog bungs, narrow	@ 5
Hog stomachs, per piece	@ 10
Imported wide sheep casings	—
Imported medium wide sheep casings	—
Imported medium sheep casings	—

\*Owing to unsettled war conditions reliable sheep casing quotations cannot be given.

## FERTILIZERS.

Dried blood, per unit	6.75 @ 6.80
Horn meal, per unit	6.15 @ 6.20
Concentrated tankage, ground	6.15 @ 6.20
Ground tankage, 11%	6.65 @ 6.70
Ground tankage, 9 and 20%	6.50 @ 6.55
Crushed tankage, 9 and 20%	6.25 @ 6.30
Ground tankage, 6 1/2 and 30%	42.50 @ 45.00
Ground raw bone, per ton	37.50 @ 40.00
Ground steam bone, per ton	28.00 @ 30.00

## HORNS, HOOF AND BONES.

Horns, No. 1, per ton	220.00 @ 225.00
Hoofs, black, per ton	65.00 @ 70.00
Hoofs, striped, per ton	65.00 @ 70.00
Hoofs, white, per ton	80.00 @ 85.00
Flat shin bones, 40 lbs., av. per ton	80.00 @ 85.00
Round shin bones, 38-40 lbs., av. per ton	80.00 @ 85.00
Round shin bones, 50-52 lbs., av. per ton	90.00 @ 95.00
Long thigh bones, 90-95 lbs., av. per ton	1.85 @ 1.70
Skulls, jaws and knuckles, per ton	45.00 @ 50.00

## LARD.

Prime steam, cash	@ 26.00
Prime steam, loose	@ 25.15
Leaf	@ 24.75
Compound	@ 22.50
Neutral lard	27 1/2 @ 27 1/2

## STEARINES.

Prime oleo	19 @ 19 1/4
Tallow	@ 18 1/4
Grease, yellow	16 1/4 @ 16 1/2
Grease, A white	@ 17 1/2

## OILS.

Oleo oil, extra	@ 25 1/4
Oleo oil, No. 2	@ 24 1/2
Oleo stock	20 1/4 @ 21 1/2
Linseed, per gal.	1.59 @ 1.60
Corn oil, loose	15 1/2 @ 16
Soya bean oil, seller tank, f. o. b. coast	15 1/2 @ 16

## TALLOW.

Edible	@ 18 1/4
Prime country	@ 17 1/2
Packers' prime	17 1/2 @ 18
Packers' No. 1	17 1/2 @ 17 1/2
Packers' No. 2	15 @ 16

## GREASES.

White, choice	17 1/2 @ 18
White, "A"	17 1/2 @ 17 1/2
White, "B"	17 @ 17 1/2
Bone, naphtha extracted	12 @ 12 1/2
Crackling	@ 17
House	15 1/2 @ 15 1/2
Yellow	16 1/2 @ 16 1/2
Brown	14 1/2 @ 15
Glycerine, C. P.	62 @ 63
Glycerine, dynamite	61 @ 62
Glycerine, crude soap	42 @ 43
Glycerine, candle	47 @ 48

## COTTONSEED OILS.

P. S. Y., loose, Chicago	@ 20
P. S. Y., soap grade, f. o. b. Texas	19 1/4 @ 19 1/4
Soap stock, bbls., concn, 82 @ 85 f. a., Tex.	@ 84
Soap stock, loose, reg., 5 1/2 f. a. Tex.	5 @ 5 1/4

## COOPERAGE.

Ash pork barrels, black iron hoops	2.05 @ 2.10
Oak pork barrels, black iron hoops	2.15 @ 2.20
Ash pork barrels, galv. iron hoops	2.25 @ 2.30
Red oak lard tierces	3.10 @ 3.15
White oak lard tierces	3.25 @ 3.30
White oak ham tierces	@ 4.00

## CURING MATERIALS.

Refined saltpetre, granulated	@ 31
Refined saltpetre, crystals	@ 38
Double Refined nitrate of soda, gran., f.o.b. N. Y. & S. F.	@ 64
Double refined nitrate of soda, crystals	@ 64
Sugar—	
White, clarified	@ 6
Yellow, clarified	@ 6
Plantation, granulated	@ 6
F. o. b. Chicago.	

Salt—	
Ashton, in sacks, 224 lbs.	8.50
Ashton, car lots, per sack	8.35
English packing, T. H. & Co., car lots, per sack	—
English packing, Cheshire, car lots, per sack	—
English packing, pure dried, vacuum, per sack	—
English packing, Liverpool ground alum, per sack	—
Michigan, granulated, car lots, per ton	8.70
Michigan, medium car lots, per ton	9.70

\*Stocks exhausted.



# Retail Section

## PRACTICAL TALKS WITH SHOP BUTCHERS

### Why the Butcher Boss Should Always Keep Smiling

By a Veteran Retailer.

There are two classes of cranks or grouches of whom I am thinking. The first is the chef in the restaurant and hotel kitchens, who works over hot fires all day long. And after working hard to have a dish returned as unsatisfactory is no improvement to his temper.

The second class of grouch is the old-fashioned butcher boss. He was accustomed to wait on trade from 7 to 10.30; put up lunch orders from 10.30 to 11.30, so they can be delivered by 12 or 12.30; and then send his help out for their dinner (luncheon was unknown in those days). After getting his own dinner he'd loaf till 3 or 4, particularly in the summertime, when almost every shop was closed from 1 to 4 every afternoon. At 4 the supper trade commenced, and 6.30 was "cleaning-up" time, preparatory to closing.

Here's where the second class of grouch comes in. It happens once in a while that a customer comes in a few minutes before closing time for a pound of chopped beef. And before the meat chopping machine was used by everyone this was a real tragedy, the irony of fate as it were.

Just fancy: The blocks all scraped clean and covered with fresh sawdust, as was the custom, the men with their coats and hats on ready to go home; and a customer daring to ask for chopped meat!

The men look at each other, their glances meaning "You wait on her!" The boss slams his coat off, muttering under his breath, but not daring to refuse to make the sale. And the customer feels as comfortable as a detected chicken thief.

Another reason for developing a grouch is for a customer to telephone in at closing time for a small order, to be sent at 5 minutes to 7, because the customer had been out calling or forgot to order her meat. Then the men and the boss, particularly the order boy, all cuss in unison! "It's a pity she couldn't order her meat in time. Suppose she was so busy reading a novel, or going to the movies, she didn't have time to attend to her household duties."

#### He Lost a Good Customer.

And then, to heap insult on injury is to have the dilatory customer refuse to take the meat when it does come, because it's too much or too little, or for some reason or other it didn't suit. This happened recently in a suburban shop, when the boss was one of those men who did not know enough to be courteous to a particular customer, and conceal his feelings, thereby losing forever a good account.

This butcher belonged to the class of men who are worth \$2 a day from the neck up. This particular customer was prompt pay, had many friends in the neighborhood and was an old resident. It wasn't the one account that he stood to lose, but perhaps a half dozen or more. He did not stop to think that this particular customer passed several

shops by to bring him her cash. The amount is immaterial; it was a customer.

Grouches, cranks and ill-temper have no place behind the bench these days. The telephone company says: "It's the voice with the smile that wins." The butcher should profit by this, and always leave 'em smiling when he says goodbye. It's usually that kind of a man who after years of work has enough mazuma to retire and live on Easy Street, and can say to his successor: "I've got mine. Now you go get yours. But smile while getting it, or you'll be cutting some other smiler's meat some day, instead of your own!"

L. A.

#### HIGH PRICES IN WASHINGTON.

Average of prices of staple foods in Washington has been found to be higher than any other city in the United States, according to the June bulletin of prices and cost of living of the Department of Labor.

The prices, which are averaged in two sections, take up the large cities together and then the small cities. Several interesting facts are deduced from the statistics. For instance, prices in the Western cities and in the smaller cities are much lower than in the Atlantic seaboard cities and in Washington. The prices are averaged on the month from March 15 to April 15, and for the following articles outtop any in the United States:

Sirloin steak was priced at 41.1 cents in Washington, 31.7 cents in New Orleans and 28.1 cents a pound in Portland, Oregon.

Pork chops were 40.8 cents in Washington, 33 cents in Chicago, and 31.5 cents a pound in Minneapolis.

Sliced ham was 48.4 cents in Washington, 33.7 cents in New York, and 34.8 cents a pound in Newark, N. J.

Eggs at 44.3 cents in Washington last April competed with 37.5 cents in Milwaukee and 26 cents in Dallas, Tex. Butter, at 54 cents a pound in Washington, was 45 cents in San Francisco and 44.8 cents in Denver. Milk sold in Washington at 14 cents a quart and 10 cents in Milwaukee. Potatoes were 2.5 cents a pound in Washington, while they were 1.6 cents in Seattle, Milwaukee and Denver, and a cent and a half at Portland and St. Paul. Onions were 3.9 cents a pound in Washington, while they were 2.4 cents in St. Paul. Navy beans, 19 cents a pound in Washington, to 16 cents a pound in Cincinnati.

In connection with this, Mr. Wilson, District Food Administrator, stated that he is convinced that the increased prices charged are as a rule unwarranted, and that the remedy should be applied as quickly as possible.

Do you want a good man? Or perhaps it is a position you are after. In either case, keep an eye on page 48. It will be worth your while.

#### LOCAL AND PERSONAL.

The Economy Public Market has been incorporated by Maynard A. Davis, J. E. Morrow, C. T. Baker, D. D. Case and Elmer E. Folsom, with a capital stock of \$250,000, to operate meat and provision stores in Bridgewater and Rockland, Mass.

J. Strauser has leased a building and will open a market at Sunbury, Pa.

Frank B. Felt and R. Hooker have purchased the Heffelfinger Market, at Superior, Neb.

The Fairbury Mercantile Co. has purchased the business of the City Meat Market, Fairbury, Neb.

Chas. Chase, of Osceola, has opened a butcher shop in Bib Springs, Neb.

Wrook & Fleming have succeeded to the meat business of Wrook & Eifert, at Holt, Mich.

The Economy Meat Market, at Kalamazoo, Mich., was recently burglarized of a considerable amount of stock.

The Cash Market, at Bradley, S. D., has opened for business.

M. A. Stroope, of the Economy Grocery & Meat Market, Hartshorne, Okla., has sold his stock to the Simon Market & Grocery.

D. A. Cates has purchased the meat business of J. W. Cayler, at Beaver, Okla.

G. W. Welch and George Anderson have purchased the meat business of Charles Agner, at Moran, Kan.

Joe Hill has purchased the Newland meat market, Hoxie, Kan.

C. L. Reed has purchased the butcher shop of W. E. Taylor, at Manchester, Kan.

The meat shop of Tom M. Beasley, Dixon Springs, Tenn., has been destroyed by fire.

The Sanitary Meat Market, Cisco, Tex., operated by McKinney Bros., has been damaged by fire.

Walter Eichner, meat dealer at Bridgeport, Conn., filed a petition in bankruptcy with liabilities of \$3,334.01. and assets of \$2020.26.

M. J. Jensen has opened a meat market at Waverly, Ia.

Geo. Palmer has opened a meat market at Motley, Minn.

A. F. Scrimshaw will open a meat market at St. Vincent, Minn.

H. O. Jorgenson has bought the Rolian meat market at Starbuck, Minn.

John Hansen has sold to Geo. Yager his meat market at Watertown, Minn.

The Holim meat market, Park River, N. Dak., was destroyed by fire. Loss, \$3,500; insurance, \$2,500.

Wm. Tibo has bought a meat business at Montrose, S. Dak.

Joe Raiche has bought a meat market at Oconto Falls, Wis.

R. Sims has sold his interest in the meat business at Melrose, Wis., to Ben Bowers.

Frank Sengstock has opened a meat market at 1113 Wells St., Milwaukee, Wis.

#### SHOPS FOR REJECTED MEATS.

Meat rejected by government inspectors in London is sold at special shops, operated for that purpose, somewhat similar to the old German freibank plan. There is no price restriction, sales being at whatever price the meat will bring.

# The Good Features of the Ussesa Grease Separating Apparatus

Are supplemented by Ussesa Service. Our organization is ready to help you in the solution of your grease troubles.

Bring your grease troubles to us.

**USSESA SALES COMPANY, Inc.**

220 West 42nd Street, Candler Building New York City, N. Y.

*Sole Distributors for the U. S. Sanitary Effluents Separating Apparatus*

## EXPORTS OF PORK PRODUCTS.

(Continued from page 22.)

12,206 lbs.; Colombia, 695 lbs.; Cuba, 371,286 lbs.; Danish West Indies, 10,125 lbs.; Dutch West Indies, 13,830 lbs.; England, 520,000 lbs.; French Guiana, 4,900 lbs.; French West Indies, 2,830 lbs.; Guatemala, 5,000 lbs.; Haiti, 11,560 lbs.; Honduras, 1,440 lbs.; Jamaica, 6,686 lbs.; Mexico, 100 lbs.; San Domingo, 2,400 lbs.; Switzerland, 497,469 lbs.; Trinidad, Island of, 171,450 lbs.; Total, 1,758,006 lbs.

**LARD OIL.**—Australia, 695 gals.; Cuba, 252 gals.; England, 15,000 gals.; France, 4,400 gals.; Italy, 5,333 gals.; Mexico, 915 gals.; New Zealand, 50 gals.; Total, 26,645 gals.

**FRESH PORK.**—Bermuda, 3,000 lbs.; Cuba, 45,235 lbs.; England, 2,504,934 lbs.; French West Indies, 450 lbs.; Jamaica, 10,000 lbs.; Venezuela, 16 lbs.; Total, 2,563,635 lbs.

**PICKLED PORK.**—Barbados, 38,000 lbs.; Bermuda, 52,300 lbs.; British Guiana, 67,980 lbs.; British West Africa, 12,150 lbs.; British West Indies, 37,500 lbs.; Cuba, 32,520 lbs.; Danish West Indies, 3,050 lbs.; Dutch West Indies, 1,200 lbs.; England, 1,500 lbs.; France, 79,010 lbs.; French Guiana, 9,400 lbs.; French West Indies, 4,400 lbs.; Guatemala, 500 lbs.; Haiti, 199,506 lbs.; Jamaica, 6,900 lbs.; Newfoundland, 200 lbs.; Panama, 200 lbs.; San Domingo, 15,800 lbs.; Trinidad, Island of, 65,600 lbs.; Total, 1,044,110 lbs.

**CANNED PORK.**—British West Africa, 516 lbs.; Cuba, 2,400 lbs.; France, 311,000 lbs.; Mexico, 400 lbs.; Trinidad, Island of, 32 lbs.; Venezuela, 3,332 lbs.; Total, 317,680 lbs.

**CANNED SAUSAGE.**—Bermuda, 1,200 lbs.; Brazil, 385 lbs.; British Guiana, 1,413 lbs.; British West Africa, 3,800 lbs.; British West Indies, 894 lbs.; Chile, 600 lbs.; China, 97 lbs.; Colombia, 156 lbs.; Cuba, 1,990 lbs.; Danish West Indies, 140 lbs.; Dutch Guiana, 1,716 lbs.; Dutch West Indies, 794 lbs.; Ecuador, 48 lbs.; French Guiana, 535 lbs.; French West Indies, 610 lbs.; Haiti, 449 lbs.; Italy, 221 lbs.; Jamaica, 12,406 lbs.; Mexico,

2,274 lbs.; Panama, 6,012 lbs.; San Domingo, 4,525 lbs.; Spanish Africa, 500 lbs.; Trinidad, Island of, 1,842 lbs.; Venezuela, 150 lbs.; Total, 42,757 lbs.

**OTHER SAUSAGE.**—Bermuda, 1,170 lbs.; British Guiana, 250 lbs.; British West Africa, 4,118 lbs.; British West Indies, 600 lbs.; Chile, 200 lbs.; Colombia, 80 lbs.; Cuba, 35,765 lbs.; Danish West Indies, 221 lbs.; Dutch West Indies, 320 lbs.; England, 1,000 lbs.; France, 217,800 lbs.; French Guiana, 887 lbs.; French West Indies, 2,960 lbs.; Haiti, 2,500 lbs.; Jamaica, 282 lbs.; Mexico, 488 lbs.; Miquelon Island, 300 lbs.; Newfoundland, 5,520 lbs.; Panama, 255 lbs.; San Domingo, 24,218 lbs.; Scotland, 7,560 lbs.; Trinidad, Island of, 150 lbs.; Venezuela, 1,860 lbs.; Total, 308,504 lbs.

## EXPORTS OF BEEF PRODUCTS.

Exports of beef products from the port of New York during the month of May, 1918, are just now reported by the U. S. Customs Service as follows:

**PICKLED BEEF.**—Barbados, 40,000 lbs.; Belgium, 4,345,400 lbs.; Bermuda, 37,062 lbs.; British West Africa, 10,500 lbs.; British West Indies, 9,700 lbs.; British Guiana, 190,300 lbs.; Colombia, 200 lbs.; Cuba, 19,379 lbs.; Danish West Indies, 1,648 lbs.; Dutch West Indies, 1,225 lbs.; England, 171,657 lbs.; France, 4,256 lbs.; French Guiana, 89,600 lbs.; French West Indies, 5,500 lbs.; Haiti, 33,900 lbs.; Jamaica, 34,236 lbs.; Newfoundland, 471,700 lbs.; Panama, 2,000 lbs.; Peru, 350 lbs.; San Domingo, 3,600 lbs.; Spanish Africa, 100 lbs.; Trinidad, Island of, 45,800 lbs.; Venezuela, 175 lbs.; Total, 5,518,288 lbs.

**FRESH BEEF.**—Bermuda, 102,215 lbs.; British West Indies, 477 lbs.; Cuba, 77 lbs.; England, 40,538,223 lbs.; Scotland, 3,893,649 lbs.; Trinidad, Island of, 6,000 lbs.; Venezuela, 18 lbs.; Total, 44,540,659 lbs.

**OLEOMARGARINE.**—Barbados, 11,500 lbs.; Bermuda, 45,250 lbs.; British Guiana, 7,500 lbs.; British West Africa, 890 lbs.; British West Indies, 24,291 lbs.; Cuba, 61,060

lbs.; Danish West Indies, 4,700 lbs.; Dutch West Indies, 3,140 lbs.; French West Indies, 3,700 lbs.; Haiti, 3,100 lbs.; Jamaica, 31,400 lbs.; Panama, 18,500 lbs.; San Domingo, 1,250 lbs.; Trinidad, Island of, 1,200 lbs.; Total, 217,481 lbs.

**OLEO OIL.**—Cuba, 8,000 lbs.; Dutch West Indies, 200 lbs.; England, 8,031,088 lbs.; Newfoundland, 146,800 lbs.; Peru, 2,240 lbs.; Scotland, 79,956 lbs.; Total, 8,268,284 lbs.

**STEARIN FROM ANIMAL FATS.**—Australia, 80 lbs.; British South Africa, 112,000 lbs.; Colombia, 31,080 lbs.; Costa Rica, 4,000 lbs.; Cuba, 66,200 lbs.; England, 134,912 lbs.; France, 48,000 lbs.; Jamaica, 44,000 lbs.; Mexico, 19,500 lbs.; Peru, 4,045 lbs.; Salvador, 51,000 lbs.; San Domingo, 9,520 lbs.; Trinidad, Island of, 62,013 lbs.; Venezuela, 150,920 lbs. Total, 737,270 lbs.

**OTHER ANIMAL OILS.**—Barbados, 30 gals.; British India, 210 gals.; Cuba, 215 gals.; Ecuador, 200 gals.; England, 34,996 gals.; France, 5,570 gals.; Mexico, 2,375 gals.; Trinidad, Island of, 6 gals. Total, 43,602 gals.

**TALLOW.**—British Guiana, 900 lbs.; British West Africa, 168 lbs.; Colombia, 1,150 lbs.; Cuba, 50,000 lbs.; France, 1,174,149 lbs.; Jamaica, 250 lbs.; Panama, 200 lbs.; Peru, 5,600 lbs.; Trinidad, Island of, 100 lbs. Total, 1,232,517 lbs.

**CANNED BEEF (Value).**—Barbados, \$619; Bermuda, \$10,769; Brazil, \$190; British Guiana, \$1,077; British West Africa, \$8,458; British West Indies, \$1,456; Chile, \$694; China, \$208; Colombia, \$227; Costa Rica, \$52; Cuba, \$4,825; Danish West Indies, \$80; Dutch Guiana, \$224; Dutch West Indies, \$104; Ecuador, \$166; England, \$683,912; France, \$967,384; French Africa, \$350; French West Indies, \$1,156; Guatemala, \$481; Haiti, \$147; Honduras, \$110; Italy, \$732,557; Jamaica, \$5,924; Mexico, \$450; Newfoundland, \$2,700; Panama, \$685; Peru, \$306; San Domingo, \$1,717; Sweden, \$31; Trinidad, Island of, \$1,068; Venezuela, \$2,501. Total, \$2,430,578.

# New York Section

Swift & Company's sales of beef in New York City for the week ending July 13, 1918, averaged as follows: Domestic beef, 19.93c. per pound.

Isaac Steifel, head of Wilson & Company's branch house department in New York, went to Chicago during the week on a business trip of a few days.

The contract for the boiler house extension at the Swift & Company plant at Jersey City has been let to the White Fireproof Construction Co. of New York.

W. J. Russell, Jr., of Swift & Company's beef grading department at Chicago, was in New York this week. Earl Vance, cattle buyer at Kansas City, was also a visitor.

Ernest Kissling, head of Wilson & Company's lard department, was in New York for a day or two during the week. W. C. Thornson, of the sausage department, was also in town.

B. Levy has incorporated the B. Levy Provision Co., of the Bronx, with a capital stock of \$150,000. This concern has taken over the Becker Bros. plant at 142d street and Third avenue, which will be operated in connection with the other plant.

The following is a report of the number of pounds of meat, fish, poultry and game seized and destroyed in the City of New York during the week ending July 13, 1918, by the New York City Department of Health: Meat (includes horse meat)—Manhattan, 6,835 lbs.; Brooklyn, 17,511 lbs. Fish—Manhattan, 121 lbs.; Brooklyn, 4 lbs. Poultry—Manhattan, 505 lbs.

Rogers, Brown & Company, importers of Oriental oils and dealers in all kinds of vegetable and animal oils, with headquarters in Seattle, Wash., have opened a branch office at 1916 Corn Exchange Bank building, New York City. The New York office is in charge of Mr. Fred M. Chapman, formerly of Chicago, and a man well qualified to handle the increasing business of this well-known concern. Rogers, Brown & Company, within the past few years, have gained a national reputation as importers of Oriental oils, and their business has grown so fast that it has assumed world-wide proportions.

Employees of Swift & Company at the Jersey City plant held a patriotic demonstration meeting on July 17 to celebrate the raising of their service flag, containing 81 stars. The programme carried out took about forty-five minutes, and was enthusiastically participated in by all of the employees, both of the plant and office. Stirring addresses were made by the manager, Mr. W. A. Johns, and the superintendent, Mr. John Boyle, while in behalf of the employees, Mr. D. Davis, of the lard refinery, made appreciative remarks. The patriotic songs were lustily rendered by the entire assemblage.

The firm name of Bechstein & Kahn, brokers, on West 14th street, has been changed to C. A. Bechstein. Mr. Bechstein has bought out Mr. Kahn's interest, which leaves him the sole proprietor of this flourishing business. Robert J. Kahn, who is well known and popular in the trade, is now commissary steward in the Navy. He is sure to make a reputation, as he does in any field of endeavor which he undertakes. He has a faculty of making friends and keeping them, besides knowing his business thoroughly. Mr. Bechstein is still doing business with the old trade and gaining new friends and customers all the time, having built up a splendid business, backed by a splendid reputation, which means success, particularly in the brokerage business, where absolute confidence is the first necessity.

Over \$12,000,000 worth of War Savings and Thrift Stamps have been sold in Greater New York through the trades and agencies comprising the pioneer division of the War Savings Committee, according to reports that have just been made public. Many of the trades have sold over 50 per cent of the quota allotted to them, while others are making strenuous efforts to secure a place among the leaders. During the recent June drive.

when a campaign for membership in the Limit Club was conducted, the trades have furnished more than two-thirds of the three thousand members that were secured for the Government War Savings Limit Investment Society, to which membership are admitted only those that have bought one thousand dollars' worth of War Savings Stamps, maturity value.

The firm of Hugo Josephy and Son, Inc., have closed up their Chambers street store, which they had conducted for more than thirty years, also the old stands on Lawton avenue, West Washington Market, and concentrated all their business under one roof in their big new store at No. 448 West 14th street, which will be conducted as heretofore by Eddie and Alvin, the sons of Hugo Josephy, who is probably one of the best-known men in the poultry business in this country. Eddie, the oldest son, is almost as well known as his father, having had years of experience under his father's capable management. Alvin, the younger son, bids fair to become an expert in his line. This business has been established for over fifty years, and the probabilities are, from the present outlook, that it will continue for another half-century.

## WESTERN DRESSED MEAT PRICES AT EASTERN MARKETS.

Wholesale prices of Western dressed beef, lamb and mutton at leading Eastern markets on representative market days this week are reported as follows by the Office of Markets of the U. S. Department of Agriculture:

MONDAY, JULY 15, 1918.				
Fresh beef, Western dressed:				
Steers:	Boston.	New York.	Philadelphia.	Washington.
Choice	\$26.00@26.50	\$25.00@27.00	\$26.00@28.00	\$25.00@27.00
Good	25.00@26.00	24.00@25.00	25.00@26.00	24.00@25.00
Medium	22.00@23.00	21.00@23.00	21.00@23.00	21.00@24.00
Common	17.00@20.00	17.00@20.00	18.00@20.00	17.00@21.00
Cows:				
Good	22.00@23.00	21.00@22.50	20.00@23.00	20.00@
Medium	19.00@21.00	19.00@20.00	17.00@19.00	19.00@20.00
Common	16.00@17.00	16.00@18.00	14.00@16.00	16.00@19.00
Bulls:				
Good	16.00@17.00	18.00@19.00	18.00@19.00	
Medium	14.50@15.00	15.00@16.00	17.00@18.00	
Common	14.00@14.50	14.00@15.00	13.00@15.00	
Fresh lamb and mutton, Western dressed:				
Lambs:				
Spring			28.00@30.00	
Choice	29.00@30.00	29.00@31.00	28.00@30.00	30.00@32.00
Good	25.00@29.00	27.00@28.00	25.00@27.00	29.00@30.00
Medium	25.00@27.00	24.00@26.00	22.00@24.00	25.00@29.00
Common	18.00@20.00	22.00@24.00	17.00@19.00	20.00@25.00
Yearlings:				
Good	20.00@21.00		24.00@25.00	
Medium	16.00@18.00			
Common	10.00@14.00			
Mutton:				
Good	24.50@25.00	24.00@26.00	23.00@24.00	
Medium	23.00@24.00	22.00@24.00	20.00@22.00	
Common			15.00@18.00	
WEDNESDAY, JULY 17, 1918.				
Fresh beef, Western dressed.				
Steers:				
Choice	26.50@27.00	26.50@27.00	26.00@28.00	
Good	26.00@26.50	24.50@26.00	25.00@26.00	25.00@26.00
Medium	23.00@25.00	21.00@23.00	22.00@24.00	21.00@24.00
Common		17.00@20.00	17.00@20.00	16.00@21.00
Cows:				
Good	22.00@23.00	21.00@22.50	20.00@23.00	20.00@
Medium	19.00@21.00	19.00@20.00	17.00@19.00	18.00@20.00
Common	16.50@17.00	16.00@17.50	15.00@16.00	14.00@18.00
Bulls:				
Good		18.00@19.00		
Medium	14.50@15.00	16.00@17.00	16.00@18.00	
Common	14.00@14.50	14.50@15.00	13.00@15.00	
Fresh lamb and mutton, Western dressed:				
Lambs:				
Choice	30.00@31.00	29.00@30.00	28.00@29.00	30.00@32.00
Good	28.00@29.00	27.00@28.00	25.00@27.00	29.00@30.00
Medium	25.00@27.00	24.00@26.00	20.00@23.00	25.00@29.00
Common	20.00@22.00	20.00@23.00	18.00@20.00	20.00@25.00
Yearlings:				
Good	24.00@25.00			
Medium	20.00@22.00			
Mutton:				
Good	24.50@25.00	24.00@26.00	23.00@25.00	
Medium	23.00@24.00	22.00@24.00	20.00@22.00	
Common		18.00@20.00	16.00@18.00	

Lamb prices "pluck in" at New York City and Philadelphia. All other lamb and mutton prices "pluck out."



# HEARN West Fourteenth St., New York.

## NO MEATS BUT EVERYTHING GROCERIES IN LIQUORS DRY GOODS.

**CLOSED ALL DAY SATURDAY DURING JULY AND AUGUST**  
**As in the past eighteen years**

### PACKINGHOUSE SALESMANSHIP.

(Concluded from page 17.)

if the trade knew this, he said he thought they should know, but he was not doing anything to let people know that his lard was better. An investigation by the writer at the other packer's plant revealed the fact that he was overstocked, which accounted for selling below the market.

Modern sales organizations, in conjunction with advertising, are conducted by all large packers. But we have also many examples as to what it has done for smaller firms.

Take, for instance, the case of a certain farm sausage made out in Wisconsin. It can be had in most any first-class hotel, and in the best stores in every State of the Union. And what is the reason of this popularity? Its real goodness? Of course, they are good, but they are advertised and a de-

mand is created for them. Is there a better example?

There is a little town in New York State where a certain brand of bacon came into existence. You will find it in every town, from coast to coast, and what is the reason? A good article, modern advertising and up-to-date sales methods.

If you are in doubt, look around you. See what your livest competitor is doing.

(EDITOR'S NOTE.—Further articles on salesmanship will appear in later issues of The National Provisioner)

### STOCK YARDS REGULATIONS.

(Concluded from page 16.)

stock in or in connection with the stockyards of such licensee.

Section 6.—A stockyards licensee shall not unfairly discriminate in the allotment of pens, alleys or buildings for the yarding or handling of livestock, or in the assignment of sites for the erection of packing, render-

ing and other establishments or otherwise in the services and facilities of his stockyards.

### Regulation 4.—Commission Men, Order Buyers and Traders.

Section 1.—Each commission man shall so regulate his orders for feed and arrangements for the feeding, watering and yarding at stockyards of livestock consigned to him that there shall be no avoidable loss to the owner or consignor through carelessness, wastefulness or delay on the part of such commission man.

Section 2.—Each commission man shall disclose in accounting to the owner or consignor of the livestock consigned to such commission man the true identity of the purchaser of such livestock.

Section 3.—A commission man shall not sell or dispose of livestock consigned to him to any person in whose business he has a pecuniary interest without first disclosing such fact to the owner or consignor and obtaining his consent to said sale.

Section 4.—Each commission man shall see that the requirements of Section 3 of Regulation 3, with reference to feed for livestock consigned to him, are fully complied with.

Section 5.—Each licensee who shall purchase for another any livestock in or in connection with stockyards shall upon request by any interested party or by any duly authorized agent of the secretary at the time of sale or thereafter, disclose the name and business address of his principal to such party or agent.

### Regulation 5.—Interpretation.

Section 1.—Any licensee being in doubt as to the meaning of any of these regulations as applied to his business may refer the question in writing to the chief of the Bureau of Markets, Washington, D. C., stating all the facts involved.

## SIMONS, DAY & Co.

**GRAIN - PROVISIONS - STOCKS - BONDS - COTTON**

**322-330 Postal Telegraph Building**

**CHICAGO, ILL.**

Private Wires  
Fast Service

Phone:  
Harrison 344

## THE SMITH DRYER SINGLE CYLINDER

**MADE IN 4 SIZES**

**3-Ft. 3-Ft. 6" 4-Ft. 5-Ft.**  
(Diameter) (Diameter) (Diameter) (Diameter)

ARRANGED FOR CHARGING FROM FLOOR WHERE DRYER SETS OR FROM FLOOR ABOVE CHARGING AND DISCHARGE OPENING IN HEADS.

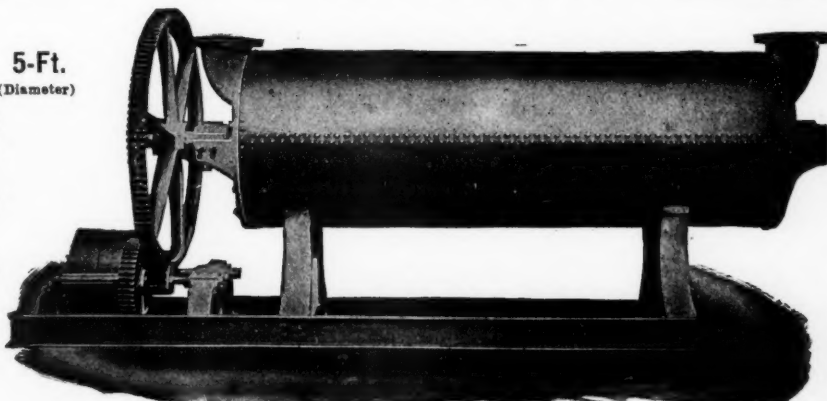
IN USE BY ALL LEADING PACKING HOUSES AND ABATTOIRS THROUGHOUT U. S. AND EUROPE.

BUILDERS OF DRYERS FOR 40 YEARS. RENDERING TANKS, LARD COOLERS, OLEO KETTLES, ETC.

Send for Prices

**THEODORE SMITH & SONS' COMPANY**

**Foot of Essex St., JERSEY CITY, N. J.**



**SMITH COMPOUND GEARED DRIVE**

Reduces Horse Power to Operate and Insures an Easy Running Machine

# NEW YORK MARKET PRICES

## LIVE CATTLE.

Steers	.....	\$10.50@16.50
Oxen	.....	—@—
Bulls, common to fair	.....	8.00@11.25
Cows, common to choice	.....	5.25@11.50

## LIVE CALVES.

Live veals, fair to prime	.....	\$15.00@19.00
Live calves, grassers	.....	@12.00
Live calves, yearlings	.....	—@—
Live calves, culls, per 100 lbs.	.....	@12.00

## LIVE SHEEP AND LAMBS.

Live lambs, fair to prime	.....	17.75@19.75
Live lambs, yearlings	.....	12.50@14.00
Live sheep, poor to fair ewes	.....	9.00@13.00
Live sheep, culls	.....	7.00@ 8.00

## LIVE HOGS.

Hogs, heavy	.....	@18.50
Hogs, medium	.....	@19.00
Hogs, 140 lbs.	.....	@19.00
Pigs	.....	@19.00
Roughs	.....	@16.50

## DRESSED BEEF.

### CITY DRESSED.

Choice native heavy	.....	.27 @27½
Choice native light	.....	.26½ @27
Native, common to fair	.....	.25½ @26

### WESTERN DRESSED BEEF.

Choice native heavy	.....	.26½ @27½
Choice native light	.....	.26 @26½
Native, common to fair	.....	.25 @25½
Choice Western, heavy	.....	.24 @25
Choice Western, light	.....	.22 @23
Common to fair Texas	.....	.21 @22
Good to choice helters	.....	.25½ @26
Common to fair helters	.....	.22½ @23
Choice cows	.....	.23 @24
Common to fair cows	.....	.19 @20
Fresh Bologna bulls	.....	.15 @18

## BEEF CUTS.

	Western.	City.
No. 1 ribs	.....29 @31	@30
No. 2 ribs	.....25 @28	28 @29
No. 3 ribs	.....20 @22	@27
No. 1 loins	.....29 @31	@32
No. 2 loins	.....25 @28	30 @31
No. 3 loins	.....20 @23	28 @29
No. 1 hinds and ribs	.....29 @30	@30
No. 2 hinds and ribs	.....27 @28	29 @30
No. 3 hinds and ribs	.....26 @27	27 @28
No. 1 rounds	.....20 @20	@20
No. 2 rounds	.....24 @27	@29
No. 3 rounds	.....20 @22	@28
No. 1 chucks	.....24 @26	26½ @27
No. 2 chucks	.....21 @22	25½ @26
No. 3 chucks	.....18 @20	@25

## DRESSED CALVES.

Veals, city dressed, good to prime, per lb.	.....	.27 @28
Veals, country dressed, per lb.	.....	.26 @27
Western, calves, choice	.....	.25 @26
Western calves, fair to good	.....	.22 @24
Grassers and buttermilks	.....	@20

## DRESSED HOGS.

Hogs, heavy	.....	@25½
Hogs, 180 lbs.	.....	@25½
Hogs, 160 lbs.	.....	@26½
Hogs, 140 lbs.	.....	@26½
Pigs	.....	@26½

## DRESSED SHEEP AND LAMBS.

Lambs, choice, spring	.....	.29 @30
Lambs, choice	.....	.28 @29
Lambs, good	.....	.26 @27
Lambs, medium to good	.....	.26 @27
Sheep, choice	.....	.26 @27
Sheep, medium to good	.....	.23 @24
Sheep, culls	.....	.20 @21

## PROVISIONS.

### (Jobbing Trade.)

Smoked hams, 10 lbs. avg.	.....	@32½
Smoked hams, 12 to 14 lbs. avg.	.....	@32
Smoked hams, 14 to 16 lbs. avg.	.....	@31½
Smoked picnic, light	.....	@25
Smoked picnic, heavy	.....	@24
Smoked shoulders	.....	@25

Smoked beef tongue, per lb.	.....	.28 @30
Smoked bacon (rib in)	.....	@35
Dried beef sets	.....	@35
Pickled bellies, heavy	.....	@34

## FRESH PORK CUTS.

Fresh pork loins, city	.....	@34
Fresh pork loins, Western	.....	.29 @32
Frozen pork loins	.....	.27 @31
Fresh pork tenderloins	.....	@37
Frozen pork tenderloins	.....	@36
Shoulders, city	.....	@26
Shoulders, Western	.....	@23
Butts, regular	.....	@25
Butts, boneless	.....	@28
Fresh hams, city	.....	@31
Fresh hams, Western	.....	@29
Fresh picnic hams	.....	@23

## BONES, HOOFS AND HORNS.

Round shin bones, avg. 48 to 50 lbs., per 100 pcs.	.....	87.50@ 90.00
Flat shin bones, avg. 40 to 45 lbs. per 100 pcs.	.....	77.50@ 80.00
Black hooft, per ton	.....	75.00@ 85.00
Striped hooft, per ton	.....	75.00@ 85.00
White hooft, per ton	.....	85.00@ 90.00
Thigh bones, avg. 85 to 90 lbs. per 100 pcs.	.....	@100.00
Horns, avg. 7½ oz. and over, No. 1's	.....	.225.00@240.00
Horns, avg. 7½ oz. and over, No. 2's	.....	.150.00@175.00
Horns, avg. 7½ oz. and over, No. 3's	.....	.100.00@125.00

## BUTCHERS' SUNDRIES.

Fresh steer tongues, L. C. trim'd.	.....	@23c. a pound
Fresh steer tongues, untrimmed	.....	@20c. a pound
Fresh cow tongues	.....	@16c. a pound
Calves' heads, scalded	.....	@65c. a piece
Sweetbreads, veal	.....	@100c. a pair
Sweetbreads, beef	.....	@40c. a pound
Calves' livers	.....	@30c. a pound
Beef kidneys	.....	@20c. a pound
Mutton kidneys	.....	@5c. each
Livers, beef	.....	@20c. a pound
Oxtails	.....	@16c. a pound
Hearts, beef	.....	@14c. a pound
Rolls, beef	.....	@28c. a pound
Tenderloin beef, Western	.....	@35c. a pound
Lambs' fries	.....	@12c. a pair
Extra lean pork trimmings	.....	@19c. a pound

## BUTCHERS' FAT.

Ordinary shop fat	.....	7 @ 8
Suet, fresh and heavy	.....	@13
Shop bones, per cwt.	.....	.25 @35

## SAUSAGE CASINGS.

Sheep, imp., wide, per bundle	.....	•
Sheep, imp., medium wide, per bundle	.....	•
Sheep, imp., medium, per bundle	.....	•
Sheep, imp., narrow, per bundle	.....	•
Hog, free of salt, tcs. or blis., per lb. f.	.....	•
o. b. New York	.....	@95
Hog, extra narrow, selected, per lb.	.....	@20
Hog middles	.....	@20
Hog hungs	.....	@14
Beef rounds, domestic, per set, f. o. b. New York	.....	@18
Beef rounds, export, per set, f. o. b. New York	.....	@14
Beef hungs, piece, f. o. b. New York	.....	@26
Beef middles, per set, f. o. b. New York	.....	@8½
Beef weasands, No. 1s, each	.....	@4
Beef weasands, No. 2s, each	.....	@95
Beef bladders, small, per doz.	.....	•

\*Owing to unsettled war conditions reliable sheep casing quotations cannot be given.

## SPICES.

	Whole.	Ground.
Pepper, Sing., white	.....34½	36½
Pepper, Sing., black	.....29½	31½
Pepper, Penang, white	.....—	—
Pepper, red	.....20	23
Allspice	.....—	—
Cinnamon	.....28	32
Coriander	.....16	18
Cloves	.....50	55
Ginger	.....23	26
Mace	.....60	65

## CURING MATERIALS.

Refined saltpetre, granulated, blis.	.....	@26
Refined saltpetre, crystals, blis.	.....	@30
Double refined nitrate of soda, gran., f. o. b. N. Y. & S. F.	.....	@ 6¼
Double refined nitrate of soda, crystals	.....	@ 6½

## GREEN CALFSKINS.

No. 1 skins	.....	@.57
No. 2 skins	.....	@.55
No. 3 skins	.....	@.32
Branded skins	.....	@.37
Ticky skins	.....	@.37
No. 1 B. M. skins	.....	@.55
No. 2 B. M. skins	.....	@.53
No. 1, 9½-12½ lbs.	.....	@5.50
No. 2, 9½-12½ lbs.	.....	@5.30
No. 1 B. M., 9½-12½ lbs.	.....	@5.30
No. 2 B. M., 9½-12½ lbs.	.....	@5.10
Branded skins, 9½-12½ lbs.	.....	@4.00
Ticky skins, 9½-12½ lbs.	.....	@4.00

No. 1, 12½-14 lbs.	.....	@6.00
No. 2, 12½-14 lbs.	.....	@5.75
No. 1 B. M., 12½-14 lbs.	.....	@5.75
No. 2 B. M., 12½-14 lbs.	.....	@5.50
No. 1 kips, 14-18 lbs.	.....	@6.25
No. 2 kips, 14-18 lbs.	.....	@6.00
No. 1 B. M., 14-18 lbs.	.....	@6.00
No. 2 B. M., 14-18 lbs.	.....	@5.75
No. 1 heavy kips, 18 lbs. and over	.....	@6.75
No. 2 heavy kips, 18 lbs. and over	.....	@6.50
Branded kips	.....	@5.00
Heavy branded kips	.....	@5.75
Ticky kips	.....	@5.00
Heavy ticky kips	.....	@5.75

## DRESSED POULTRY.

### FRESH CHICKENS.

Broilers—Fresh dry-packed, 12 to box—		
Western, milk-fed, 10 to 15 lbs. to doz., per lb.	.....	.48 @50
Western, milk-fed, 18 to 24 lbs. to doz., per lb.	.....	.48 @50
Western, corn-fed, 10 to 15 lbs. to doz., per lb.	.....	.43 @45
Western, corn-fed, 18 to 24 lbs. to doz., per lb.	.....	.43 @45
Broilers—Fresh, iced, barrels—		
Western, milk-fed, 2 to 2½ lbs. per pair, per lb.	.....	.45 @47
Western, milk-fed, 3 to 4 lbs. to pair, per lb.	.....	.45 @47
Western, corn-fed, 2 to 2½ lbs. to pair, per lb.	.....	.42 @44
Western, corn-fed, 3 to 4 lbs. to pair, per lb.	.....	.42 @44
Virginia, milk-fed, 3 to 4 lbs. to pair, per lb.	.....	.45 @50
Phila. and L. I., fancy, 3 to 4 lbs. pair, per lb.	.....	.60 @60
Phila. and L. I., 2 to 2½ lbs. to pair, per lb.	.....	.90 @1.00

### Other Poultry—

Squabs, prime, white, 10 lbs. to doz., per doz.	.....	8.00 @38
Spring ducklings, Long Island, per lb.	.....	.38
Fowls—Fresh—Boxes—Drypacked		
Western, 60 lbs. and over to dozen	.....	.36 @36½
Western, 48 to 56 lbs. to dozen	.....	.36½ @36½
Western, 43 to 47 lbs. to dozen	.....	.35 @35
Western, 36 to 42 lbs. to dozen	.....	.34½ @34½
Western, 30 to 35 lbs. to dozen	.....	.33½ @33½
Western, under 30 lbs. to dozen	.....	.32½ @32½
Fowls—Fresh—dry packed—barrels		
Western dry-picked, 5 lbs. and over	.....	.35½ @35½
Southwestern dry-picked, 3 to 4 lbs. each	.....	.33½ @34½
Fowls—Fresh, barrels, iced—		
Dry-picked, prime, 5 lbs. and over	.....	.35 @35
Scalded, prime, mixed weights	.....	.34 @34
Old Cocks—Fresh—Ice packed—Barrels		
Dry-picked No. 1	.....	.28 @28
Scalded	.....	.26½ @26½
Turkeys—Frozen—		
Fancy, young toms, per lb.	.....	—@—
Fancy, young hens, per lb.	.....	—@—
Fair to good, mixed hens and toms, per lb.	.....	—@—

## LIVE POULTRY.

Broilers, via express, per lb.	.....	.36 @40
Young roosters, nearby	.....	—@—
Fowls	.....	.45½ @46½
Roosters, old	.....	.25 @25
Turkeys	.....	.28 @30
Geese	.....	.20 @20
Ducks, via freight or express	.....	.27 @28

## BUTTER.

Creamery, extra (92 score)	.....	.45 @45½
Creamery, higher (scoring lots)	.....	.45½ @46½
Creamery, firsts (scoring lots)	.....	.43½ @44½
Process, extras	.....	.40 @40
Process, firsts	.....	.38½ @39½

## EGGS.

Fresh gathered, extras	.....	@46
Fresh gathered, extra firsts	.....	.44 @45
Fresh gathered, firsts	.....	.42 @43
Fresh gathered, seconds	.....	.37 @41
Fresh checks, good to choice	.....	.34 @35

## FERTILIZER MARKETS.

### BASIS NEW YORK DELIVERY.

Bone meal, steamed, 3 and 50, per ton	.....	@38.00
Bone meal, raw, per ton	.....	@42.00
Dried blood, high grade	.....	@ 6.80
Nitrate of soda—spot	.....	@ 5.00
Bone black, discard, sugar house del. New York	.....	nom. 40.00
Ground tankage, N. Y., 9 to 12 per cent. ammonia	.....	6.85 and 10.
Garbage tankage	.....	@10.50
Fish scrap, dried, 11 p. c. ammonia and 15 p. c. bone phosphate, delivered, Baltimore	.....	—@—
Foreign fish guano, testing 13@14% ammonia and about 10% B. Phos. Lime	.....	—@—
Wet, acidulated, 7 p. c. ammonia per ton, f. o. b. factory (35c. per unit available phos. acid)	.....	—@—
Sulphate ammonia, for shipment, per 100 lbs., guar., 25%	.....	@ 7.75
Sulphate ammonia, per 100 lbs. spot guar., 25%	.....	@ 7.75

